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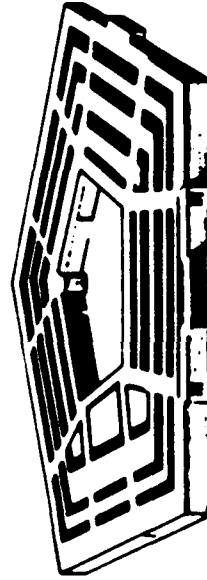
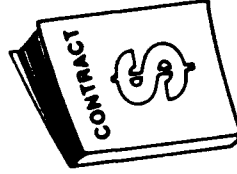


Department of Defense

# PRIME CONTRACT AWARDS

First Half Fiscal Year 1994

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# PRIME CONTRACT AWARDS

First Half Fiscal Year 1994

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## FOREWORD

*Prime Contract Awards* is published semiannually and contains a wide range of summary data covering prime contract awards made during the reporting period, as well as historical data, to provide the perspective required for the analysis of Defense procurement records.

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## INTRODUCTION

### Purpose and Scope

This report presents a variety of current and historical data pertaining to Department of Defense (DoD) prime contract awards. All historical tables commence with fiscal year (FY) 1984 data.

Six categories of data on DoD prime contracts are provided. Data are displayed by type of contractor, by procurement program, by competition, and by type of contract pricing provision. Awards for Research, Development, Test, and Evaluation (RDT&E) are discussed separately. The DoD Small Business Subcontracting Program is also briefly addressed.

### Notes on Coverage

Figures for the first half of the prior fiscal year may differ from those shown in last year's publication. This is due to changes made during the second half of the fiscal year.

Amounts in this report are shown for the DoD agency that awards the prime contracts and not the department or agency that budgets for the supplies or services. In addition, data for the Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration (NASA) and other Federal agencies, as well as for foreign countries whose Defense purchases are reimbursable. Percentages are derived by dividing the detail line or the subtotal line by the base line designated by 100 percent, unless otherwise noted. Column headings, footnotes, or section narratives are used to identify these exceptions. Indentation is used to provide assistance in recognizing total, subtotal, and detail line information. The data are collected in whole dollars and the totals given in some tables may not add due to rounding. This report includes awards made by Other Defense Agencies (ODAs), which are listed in the Glossary.

Commencing with FY 1989, it also includes tariff or regulated acquisitions under \$25,000. It does not include obligations for "in house" work performed at government owned and operated establishments such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other Federal agencies. The estimated dollar amounts of indefinite quantity petroleum contracts are included in this report, but the number of individual orders written against these contracts have not been included in the totals for procurement actions.

For the definition of terms used in this publication, see the Glossary.

### Highlights

DoD procurement actions during the first half of FY 1994 totaled \$53,608,979 thousand (rounded), as shown below:

<u>Category</u>	<u>Amount</u>
Intragovernmental/FMS	\$ 4,040,914
Work Outside United States	2,039,169
Educational and Nonprofit Institutions	1,741,568
Business Firms Inside United States	45,737,207
Tariff or Regulated Acquisitions	<u>47,121</u>
TOTAL	\$53,608,979

Foreign Military Sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$3,134 million as follows: Army, \$1,057 million; Navy, \$492 million; Air Force, \$1,532 million; Defense Logistics Agency, \$50 million; and Other Defense Agencies, \$3 million.

## AWARDS BY TYPE OF CONTRACTOR

### DoD Procurement by Type of Contractor

DoD procurement awards during the first half of FY 1994 (October 1993 through March 1994) totaled \$53,609 million. This was a decrease of \$7,632 million (12.5 percent) from the \$61,241 million awarded during the first half of FY 1993. Contract awards to U.S. businesses for work inside the United States decreased by \$6,610 million. Awards to or through other Government agencies decreased by \$946 million, awards to educational and nonprofit institutions increased by \$216 million, and awards for work outside the United States decreased by \$273 million. See Tables 1 and 2.

### Procurement Trends

DoD procurement increased from \$146.0 billion in FY 1984 to \$163.7 billion in FY 1985; however, it decreased to \$158.8 billion in FY 1986 and continued to decrease each year through FY 1989. During FY 1990, an upward trend is again shown which continued through FY 1991. In FY 1992 awards decreased to \$136.3 billion, the lowest FY total in the last ten years. Although in FY 1993 procurement increased slightly, it

is the second lowest FY total in the last ten years, and has the lowest amounts in the last ten years for awards for work outside the United States and for awards to U.S. businesses for work inside the United States. The long term trend in prime contract awards is shown in Table 3.

### Small Business Performance

Small businesses received \$8,544 million during the first half of FY 1994, a decrease of \$942 million from the \$9,486 million during the first half of FY 1993. As shown in Table 3, in FY 1993, small businesses received the largest percentage in the last ten years (21.4 percent) of the prime contracts awarded to all business firms for work done in the United States.

Chart 1 shows that 2,288,897 procurement actions, or 80.4 percent of the total 2,845,232 actions awarded to business firms, involved small businesses.

Chart II shows total awards to business firms, to small business firms, and percent to small businesses for FY 1984 through FY 1993.

**TABLE 1**  
**DoD Prime Contract Awards by Type of Contractor,**  
**According to Defense Component: FY 1994-FY 1993** <sup>A/</sup>  
 (AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/				ARMY				NAVY			
	Oct 93-		Oct 92-		Oct 93-		Oct 92-		Oct 93-		Oct 92-	
	Mar 94		Mar 93		Mar 94		Mar 93		Mar 94		Mar 93	
<b>TOTAL C/</b>												
ACTIONS OF \$25,000 OR LESS	\$53,608,979	\$61,240,615			\$12,754,218		\$12,061,654		\$18,996,320		\$20,410,108	
ACTIONS OVER \$25,000	3,690,944	5,421,662			848,065		778,625		1,002,088		1,197,588	
	49,918,035	55,818,952			11,906,153		11,283,028		15,994,252		19,212,521	
<b>INTERAGENCY / FMS</b>												
ACTIONS OF \$25,000 OR LESS	4,040,914	4,986,616			1,279,061		1,407,636		817,442		1,507,343	
ACTIONS OVER \$25,000	451,538	482,198			119,918		118,324		127,436		177,248	
	3,589,374	4,504,418			1,159,143		1,289,313		690,005		1,330,095	
<b>FOR WORK OUTSIDE U. S. D/</b>												
ACTIONS OF \$25,000 OR LESS	2,039,169	2,311,832			533,825		746,252		397,318		468,728	
ACTIONS OVER \$25,000	241,053	249,938			60,649		69,759		44,440		55,276	
	1,798,116	2,061,895			473,176		876,493		352,877		413,449	
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>												
ACTIONS OF \$25,000 OR LESS	1,744,568	1,528,538			469,952		352,911		626,850		379,115	
ACTIONS OVER \$25,000	38,787	45,788			13,607		12,578		6,025		9,906	
	1,705,781	1,482,750			456,345		340,332		620,824		369,209	
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>												
ACTIONS OF \$25,000 OR LESS	45,737,207	52,347,604			10,428,604		9,491,512		15,154,366		18,054,560	
ACTIONS OVER \$25,000	2,912,443	4,577,714			611,116		514,622		823,821		954,793	
	42,824,764	47,769,890			9,817,488		8,976,891		14,330,545		17,099,767	
<b>SMALL BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	8,544,219	9,485,922			2,292,214		2,135,116		2,534,580		2,783,820	
ACTIONS OVER \$25,000	2,120,160	2,342,215			476,804		403,693		615,706		709,824	
	6,424,060	7,143,707			1,815,410		1,731,423		1,917,875		2,073,996	
<b>OTHER BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	37,192,987	42,861,682			8,136,390		7,356,396		12,619,786		15,270,740	
ACTIONS OVER \$25,000	792,283	2,235,499			134,312		110,929		207,116		244,968	
	36,400,704	40,626,183			8,002,075		7,245,467		12,412,671		15,025,712	
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	18.7	18.1			22.0		22.5		16.7		15.4	
ACTIONS OVER \$25,000	72.8	51.2			78.0		78.4		74.9		74.3	
	15.0	15.0			18.5		19.3		13.4		12.1	

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes Other Defense Agency awards.  
 C/ Commencing in FY 1989, includes Tariff or Regulated Acquisitions not included elsewhere in this table.  
 D/ Includes foreign firms for performance in U.S.

**TABLE 1 (concluded)**  
**DoD Prime Contract Awards by Type of Contractor,**  
**According to Defense Component: FY 1994-FY 1993** <sup>A/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 93-		Oct 92-		Oct 93-		Oct 92-		Oct 93-		Oct 92-	
	Mar 94		Mar 93		Mar 94		Mar 93		Mar 94		Mar 93	
<b>TOTAL C/</b>												
ACTIONS OF \$25,000 OR LESS	\$17,088,946		\$17,876,816		\$4,012,984		\$5,472,044		\$955,563		\$980,131	
ACTIONS OVER \$25,000	897,415		794,196		774,827		825,117		130,521		92,517	
	16,191,531		17,082,620		3,238,157		4,646,927		825,142		897,614	
<b>INTERAGENCY / FMS</b>												
ACTIONS OF \$25,000 OR LESS	1,816,692		1,932,642		92,715		84,350		20,244		18,435	
ACTIONS OVER \$25,000	153,340		126,599		35,525		37,374		12,351		9,189	
	1,663,352		1,806,044		57,189		46,975		7,892		9,247	
<b>FOR WORK OUTSIDE U. S. D/</b>												
ACTIONS OF \$25,000 OR LESS	506,750		301,388		587,386		700,425		3,308		7,308	
ACTIONS OVER \$25,000	116,547		106,567		18,545		16,848		40		482	
	390,203		194,721		568,841		683,577		3,268		6,826	
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>												
ACTIONS OF \$25,000 OR LESS	559,737		683,353		15,959		33,466		9,406		7,173	
ACTIONS OVER \$25,000	15,826		13,270		1,333		3,160		1,538		898	
	543,911		670,083		14,636		30,306		7,868		6,275	
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>												
ACTIONS OF \$25,000 OR LESS	14,205,596		14,959,285		3,316,485		4,652,909		919,305		955,957	
ACTIONS OVER \$25,000	611,531		547,513		718,994		766,840		113,191		80,590	
	13,594,064		14,411,772		2,597,491		3,886,069		806,114		875,267	
<b>SMALL BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	1,802,981		1,813,331		1,299,138		1,843,594		402,173		306,506	
ACTIONS OVER \$25,000	451,617		379,288		471,293		487,631		96,058		68,476	
	1,351,364		1,434,042		827,845		1,355,963		306,114		238,030	
<b>OTHER BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	12,402,615		13,145,954		2,617,347		2,809,315		517,132		649,451	
ACTIONS OVER \$25,000	159,914		168,225		247,701		279,209		17,133		12,214	
	12,242,700		12,977,730		1,769,646		2,530,106		499,999		637,236	
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	12.7		12.1		39.2		39.6		43.7		32.1	
ACTIONS OVER \$25,000	73.9		69.3		65.5		63.6		84.9		84.9	
	9.9		10.0		31.9		34.9		38.0		27.2	

NOTE Refer to first page of this table for footnotes.

**TABLE 2**  
**DoD Prime Contract Awards by Quarter and Type of Contractor,**  
**According to Defense Component: FY 1994 - FY 1993 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL <sup>B/</sup>		ARMY		NAVY	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1994	1993	1994	1993	1994	1993
<b>TOTAL</b>	\$59,608,979	\$138,307,134	\$12,754,218	\$31,294,657	\$16,996,320	\$41,560,800
1st Qtr, Oct-Dec	20,812,852	25,225,908	4,284,503	5,932,892	4,983,603	6,055,273
2nd Qtr, Jan-Mar	32,796,127	36,014,707	8,469,714	6,128,762	12,012,717	14,354,835
3rd Qtr, Apr-Jun	0	27,929,488	0	6,835,739	0	7,571,383
4th Qtr, Jul-Sep	0	44,137,032	0	12,397,264	0	13,579,309
<b>INTERAGENCY / FMS</b>	4,040,914	12,863,802	1,279,061	4,931,863	817,442	2,497,170
1st Qtr, Oct-Dec	2,082,423	2,418,163	732,301	941,982	298,563	638,308
2nd Qtr, Jan-Mar	1,958,490	2,568,453	546,760	465,655	518,878	869,035
3rd Qtr, Apr-Jun	0	2,112,284	0	894,696	0	423,615
4th Qtr, Jul-Sep	0	5,764,901	0	2,629,530	0	566,212
<b>FOR WORK OUTSIDE U. S. <sup>D/</sup></b>	2,039,169	5,826,463	533,825	1,834,397	397,318	1,075,152
1st Qtr, Oct-Dec	818,892	1,000,917	283,810	228,537	218,601	150,438
2nd Qtr, Jan-Mar	1,220,287	1,310,915	250,015	517,715	178,717	318,298
3rd Qtr, Apr-Jun	0	1,204,410	0	214,703	0	150,155
4th Qtr, Jul-Sep	0	2,514,221	0	873,352	0	456,268
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	1,744,568	3,443,799	469,952	758,873	626,850	746,461
1st Qtr, Oct-Dec	691,008	624,862	167,118	184,219	255,546	83,439
2nd Qtr, Jan-Mar	1,053,560	903,676	302,774	168,692	371,304	295,676
3rd Qtr, Apr-Jun	0	675,663	0	184,418	0	149,218
4th Qtr, Jul-Sep	0	1,239,578	0	221,544	0	218,128
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	45,737,207	116,007,150	10,428,604	23,614,026	15,154,366	37,241,099
1st Qtr, Oct-Dec	17,208,886	21,166,189	3,091,945	4,562,756	4,210,644	5,183,000
2nd Qtr, Jan-Mar	28,528,320	31,181,415	7,336,659	4,927,757	10,943,722	12,871,560
3rd Qtr, Apr-Jun	0	23,902,461	0	5,506,061	0	6,848,319
4th Qtr, Jul-Sep	0	39,757,085	0	8,616,452	0	12,338,219
<b>SMALL BUSINESS FIRMS</b>	8,544,219	24,871,687	2,292,214	6,422,519	2,534,580	7,161,785
1st Qtr, Oct-Dec	3,514,402	3,906,503	809,188	847,684	1,009,746	1,049,991
2nd Qtr, Jan-Mar	5,029,818	5,579,419	1,483,026	1,287,433	1,524,835	1,733,829
3rd Qtr, Apr-Jun	0	4,827,583	0	1,346,383	0	1,515,210
4th Qtr, Jul-Sep	0	10,558,222	0	2,941,019	0	2,862,755
<b>OTHER BUSINESS FIRMS</b>	37,192,987	91,135,463	8,136,390	17,191,507	12,619,786	30,073,313
1st Qtr, Oct-Dec	13,694,495	17,259,686	2,282,757	3,715,072	3,200,888	4,132,009
2nd Qtr, Jan-Mar	23,498,502	25,601,996	5,853,634	2,640,324	9,418,888	11,137,731
3rd Qtr, Apr-Jun	0	18,974,919	0	4,159,678	0	5,331,701
4th Qtr, Jul-Sep	0	29,198,863	0	5,675,433	0	9,475,464
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	18.7	21.4	22.0	27.2	16.7	19.2
1st Qtr, Oct-Dec	20.4	18.5	26.2	18.6	24.0	<0.3
2nd Qtr, Jan-Mar	17.6	17.9	20.2	26.1	13.9	13.5
3rd Qtr, Apr-Jun	0	20.2	0	24.5	0	22.1
4th Qtr, Jul-Sep	0	26.6	0	34.1	0	23.2

<sup>A/</sup> For definitions and coverage, see notes on coverage.

<sup>B/</sup> Includes Other Defense Agency awards.

<sup>C/</sup> Commencing in FY 1989, includes Tariff or Regulated Acquisitions not included elsewhere in this table.

<sup>D/</sup> Includes foreign firms for performance in U.S.

Prepared By: Washington Headquarters Services  
 Directorate For Information  
 Operations and Reports

**TABLE 2 (concluded)**  
**DoD Prime Contract Awards by Quarter and Type of Contractor,**  
**According to Defense Component: FY 1994 - FY 1993** <sup>a/</sup>

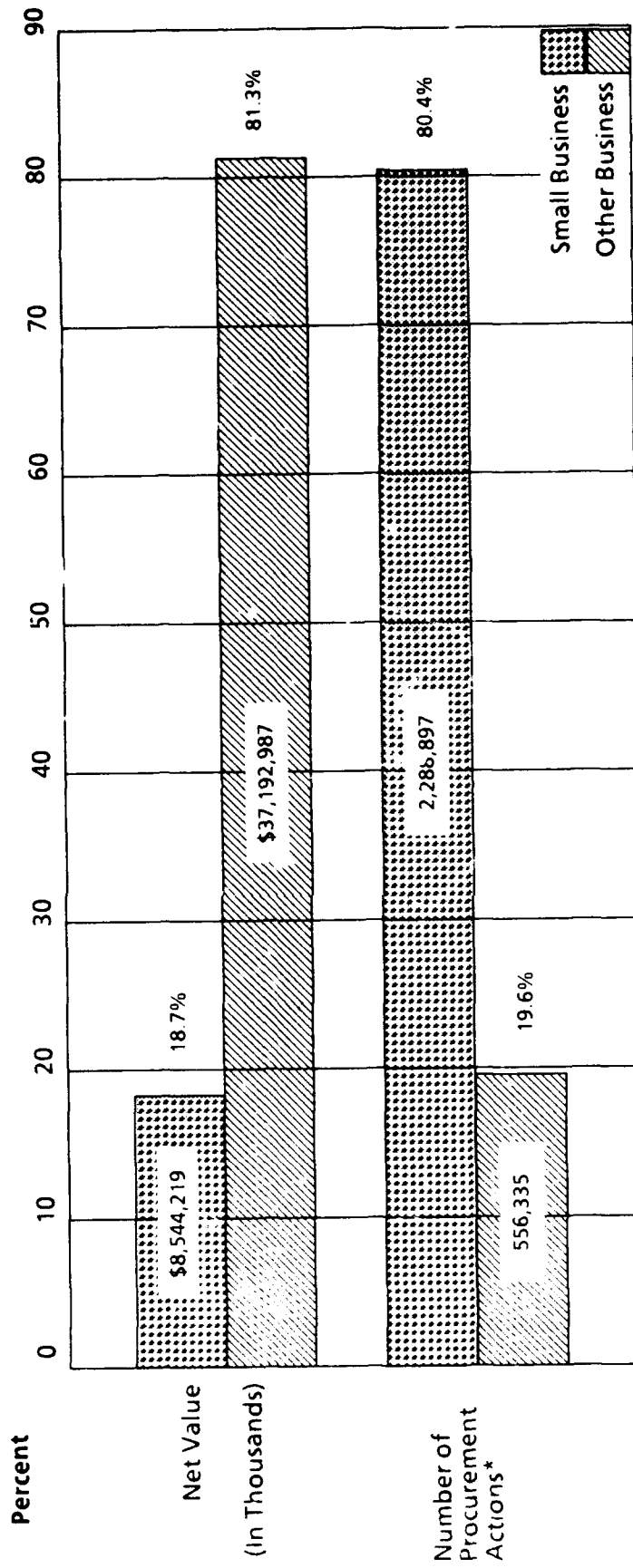
(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1994	1993	1994	1993	1994	1993
<b>TOTAL</b>	\$17,088,946	\$42,708,182	\$4,012,984	\$9,172,618	\$955,863	\$2,559,773
1st Qtr., Oct-Dec	8,260,485	9,069,669	2,156,054	1,841,532	367,233	533,578
2nd Qtr., Jan-Mar	8,828,461	8,807,147	1,856,930	3,630,512	588,431	456,553
3rd Qtr., Apr-Jun	0	8,944,554	0	1,887,339	0	396,936
4th Qtr., Jul-Sep	0	15,866,812	0	2,413,295	0	1,172,705
<b>INTERAGENCY / FMS</b>	1,816,692	5,095,606	92,715	195,909	20,244	59,109
1st Qtr., Oct-Dec	1,002,943	790,836	32,624	21,616	9,915	9,313
2nd Qtr., Jan-Mar	813,749	1,140,806	60,091	32,734	10,329	9,123
3rd Qtr., Apr-Jun	0	2,432,446	0	75,077	0	12,748
4th Qtr., Jul-Sep	0	0	0	76,502	0	28,425
<b>FOR WORK OUTSIDE U S. D/</b>	506,750	1,169,183	587,186	1,546,089	3,308	10,396
1st Qtr., Oct-Dec	203,943	1,910	108,924	479,260	2,578	2,082
2nd Qtr., Jan-Mar	302,807	182,479	478,463	221,165	730	5,226
3rd Qtr., Apr-Jun	0	242,336	0	570,639	0	2,116
4th Qtr., Jul-Sep	0	625,459	0	275,055	0	2,972
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	559,737	1,762,502	15,969	105,274	9,406	27,079
1st Qtr., Oct-Dec	233,125	194,273	6,624	19,287	5,438	3,454
2nd Qtr., Jan-Mar	326,612	339,081	9,345	14,179	3,718	3,718
3rd Qtr., Apr-Jun	0	201,983	0	19,802	0	9,084
4th Qtr., Jul-Sep	0	577,166	0	52,026	0	10,822
<b>BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)</b>	14,205,596	34,979,675	3,316,485	7,922,547	919,305	2,457,709
1st Qtr., Oct-Dec	6,820,469	7,865,518	2,007,592	1,310,875	347,464	518,065
2nd Qtr., Jan-Mar	7,385,127	7,093,767	1,308,893	3,342,034	571,841	437,892
3rd Qtr., Apr-Jun	0	7,769,171	0	1,260,987	0	372,121
4th Qtr., Jul-Sep	0	12,251,219	0	2,008,650	0	1,129,631
<b>SMALL BUSINESS FIRMS</b>	1,802,981	5,305,582	1,299,138	3,556,145	402,173	909,327
1st Qtr., Oct-Dec	785,359	913,091	718,747	712,958	149,168	136,507
2nd Qtr., Jan-Mar	1,017,622	900,240	580,391	1,130,058	253,005	188,398
3rd Qtr., Apr-Jun	0	825,646	0	846,066	0	493,185
4th Qtr., Jul-Sep	0	2,666,305	0	1,065,646	0	433,582
<b>OTHER BUSINESS FIRMS</b>	12,402,615	29,674,093	2,017,347	4,366,401	517,132	1,548,393
1st Qtr., Oct-Dec	6,035,109	6,952,427	1,288,845	598,008	198,296	321,558
2nd Qtr., Jan-Mar	6,367,505	1,193,527	728,502	2,211,308	318,836	261,893
3rd Qtr., Apr-Jun	0	6,943,226	0	614,031	0	202,982
4th Qtr., Jul-Sep	0	9,584,913	0	943,065	0	695,950
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	12.7	15.2	39.2	44.9	43.7	37.0
1st Qtr., Oct-Dec	11.5	11.6	35.8	54.4	42.3	26.3
2nd Qtr., Jan-Mar	13.8	12.7	44.3	33.8	44.2	38.8
3rd Qtr., Apr-Jun	0	10.5	0	51.3	0	45.5
4th Qtr., Jul-Sep	0	21.8	0	53.1	0	38.4

NOTE: Refer to first page of this table for footnotes.

# Chart I

Number, Net Value, and Percent Distribution of DoD Small and Other Business Procurement Actions:  
First Half Fiscal Year 1994



\* A procurement action is an award, a termination, an amendment, or any action which changes a prime contract.

**TABLE 3**  
**DoD Prime Contract Awards by Type of Contractor**  
**and Defense Component: FY 1993 - FY 1984 <sup>A/</sup>**

(AMOUNTS IN MILLIONS)

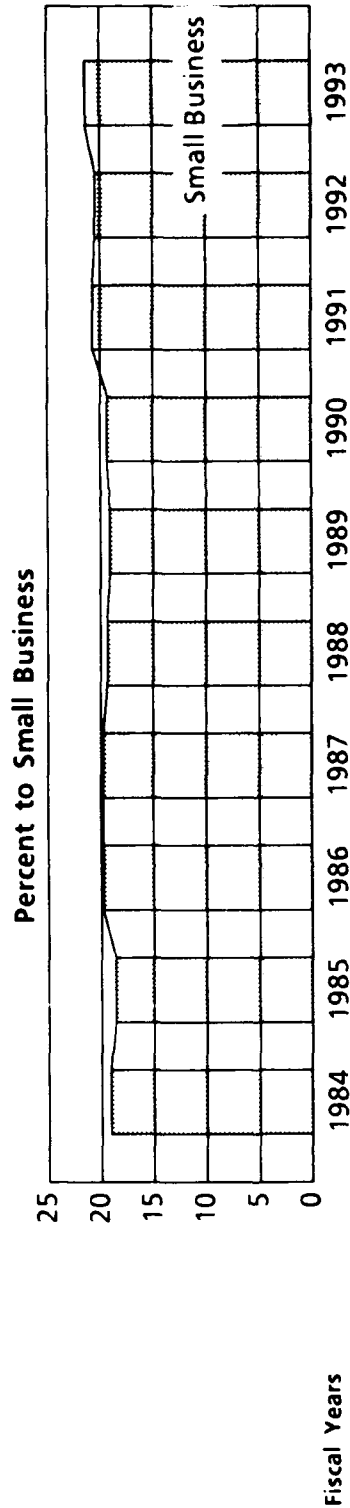
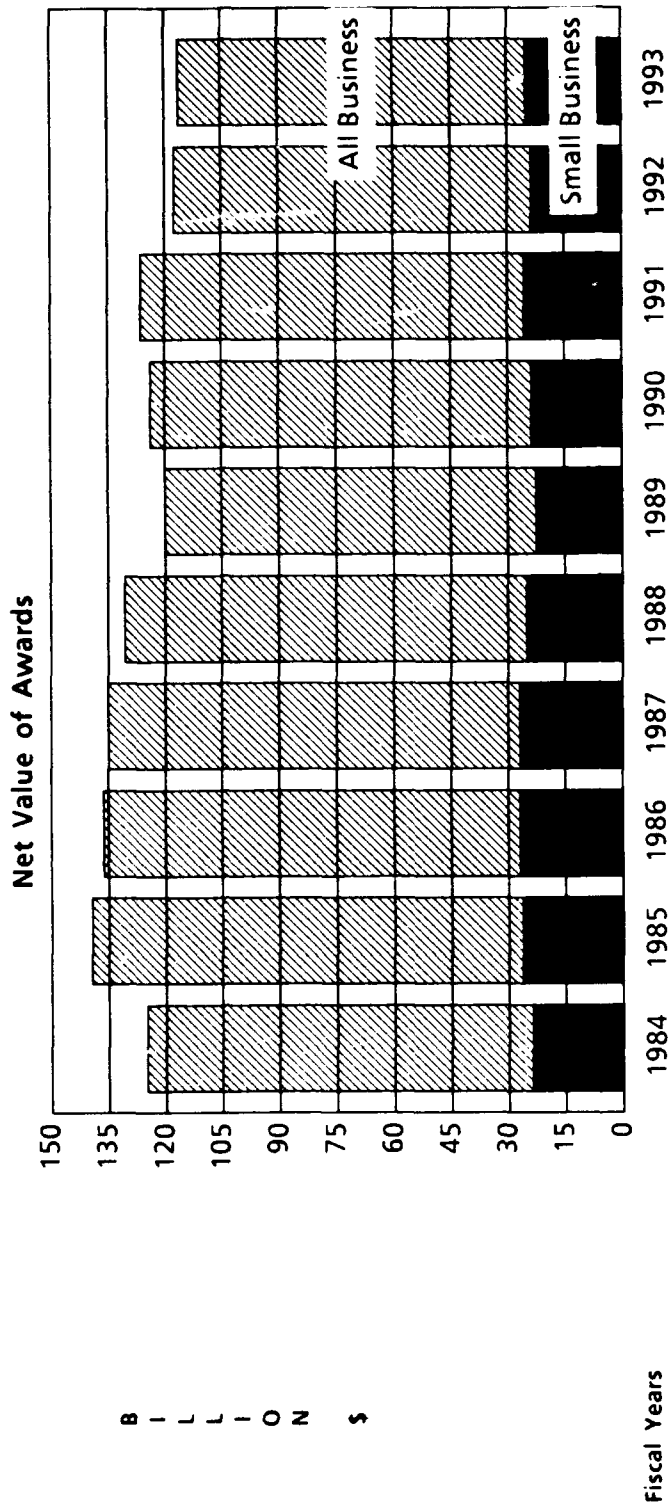
T Y P E O F C O N T R A C T O R	F Y 1993	F Y 1992	F Y 1991	F Y 1990	F Y 1989	F Y 1988	F Y 1987	F Y 1986	F Y 1985	F Y 1984
<b>TOTAL</b>	<b>\$138,307</b>	<b>\$136,297</b>	<b>\$150,855</b>	<b>\$144,672</b>	<b>\$139,343</b>	<b>\$151,353</b>	<b>\$156,508</b>	<b>\$158,829</b>	<b>\$163,725</b>	<b>\$146,032</b>
Army	31,295	30,889	36,890	33,333	31,979	32,846	38,800	37,512	37,497	33,399
Navy	41,561	43,156	45,846	46,945	47,831	55,843	54,974	49,630	52,026	45,431
Air Force	42,708	40,523	48,214	46,902	43,915	46,633	47,305	48,852	53,303	46,839
Defense Logistics Agency	9,773	8,490	13,331	11,120	10,923	11,166	11,229	16,547	15,173	14,884
Civil Functions	2,569	2,818	2,332	2,122	1,495	2,169	1,981	1,711	1,767	1,853
Other Defense Agencies	10,411	10,421	4,241	4,250	3,200	2,896	4,220	4,578	3,960	3,626
<b>INTERAGENCY/FMS</b>	<b>12,864</b>	<b>9,577</b>	<b>11,948</b>	<b>9,964</b>	<b>9,579</b>	<b>8,919</b>	<b>8,809</b>	<b>9,884</b>	<b>12,399</b>	<b>10,098</b>
Army	4,932	2,855	4,193	2,281	1,679	1,789	1,900	2,523	2,696	2,636
Navy	2,456	2,755	3,323	3,378	3,416	3,493	3,256	2,872	4,528	3,252
Air Force	5,486	3,566	4,131	4,378	4,476	3,293	2,726	3,772	4,528	3,216
Defense Logistics Agency	58	188	186	134	215	253	273	277	385	248
Civil Functions	59	166	166	164	72	172	173	77	275	57
Other Defense Agencies	84	105	119	159	79	121	236	295	275	250
<b>FOR WORK OUTSIDE U. S. C/</b>	<b>5,826</b>	<b>5,941</b>	<b>9,178</b>	<b>7,149</b>	<b>6,381</b>	<b>8,149</b>	<b>8,863</b>	<b>9,081</b>	<b>8,611</b>	<b>8,311</b>
Army	1,834	1,820	2,253	2,280	2,331	3,082	3,423	3,113	3,205	2,559
Navy	1,075	1,332	2,371	1,442	1,287	1,455	1,403	1,404	1,058	1,163
Air Force	1,169	1,707	1,948	1,705	1,213	1,924	2,367	1,924	1,746	1,649
Defense Logistics Agency	1,546	1,933	2,333	1,570	1,412	1,583	1,571	2,578	2,535	2,876
Civil Functions	14	14	8	10	1	20	16	9	7	9
Other Defense Agencies	191	135	265	142	138	86	84	87	50	56
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	<b>3,444</b>	<b>3,438</b>	<b>3,646</b>	<b>3,530</b>	<b>3,272</b>	<b>3,469</b>	<b>3,495</b>	<b>3,368</b>	<b>3,129</b>	<b>2,710</b>
Army	759	698	634	443	423	440	474	437	403	343
Navy	746	866	831	837	952	1,142	1,081	1,152	1,073	965
Air Force	1,463	1,426	1,576	1,781	1,605	1,614	1,595	1,450	1,330	1,167
Defense Logistics Agency	105	109	195	110	115	89	100	90	83	60
Civil Functions	27	23	21	26	19	42	33	41	61	44
Other Defense Agencies	344	316	387	332	159	142	212	198	181	131
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	<b>116,007</b>	<b>117,151</b>	<b>125,878</b>	<b>123,821</b>	<b>120,003</b>	<b>130,815</b>	<b>135,340</b>	<b>136,497</b>	<b>139,587</b>	<b>124,912</b>
Army	23,614	25,330	29,612	28,127	27,442	27,534	31,003	31,439	31,132	27,861
Navy	37,241	38,235	39,510	41,717	42,176	50,054	48,944	44,232	45,856	39,948
Air Force	34,980	33,771	40,368	38,939	36,949	38,501	40,515	41,752	45,488	40,507
Defense Logistics Agency	7,928	7,722	12,268	9,003	1,437	9,561	9,526	11,588	12,150	11,973
Civil Functions	2,723	2,723	2,223	2,003	1,437	2,335	1,826	1,598	1,564	1,173
Other Defense Agencies	9,732	9,865	3,469	3,618	2,824	2,347	3,887	2,997	3,455	3,189
<b>SMALL BUSINESS FIRMS</b>	<b>24,872</b>	<b>23,989</b>	<b>25,936</b>	<b>23,956</b>	<b>22,772</b>	<b>25,229</b>	<b>26,624</b>	<b>26,914</b>	<b>26,049</b>	<b>23,816</b>
Army	6,423	6,131	6,717	5,771	5,137	6,452	7,522	7,628	7,749	6,675
Navy	7,162	7,629	7,876	7,673	7,698	8,157	7,745	7,421	7,022	6,100
Air Force	5,396	4,665	5,343	5,170	4,583	5,169	5,361	4,869	4,703	4,341
Defense Logistics Agency	3,556	2,951	4,383	3,913	4,219	3,990	4,162	5,445	5,136	5,238
Civil Functions	909	1,043	935	821	682	979	883	1,050	928	928
Other Defense Agencies	1,516	1,569	683	607	453	472	1,784	627	555	534
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	<b>21.4 %</b>	<b>20.5 %</b>	<b>20.6 %</b>	<b>19.3 %</b>	<b>19.0 %</b>	<b>19.3 %</b>	<b>19.7 %</b>	<b>19.7 %</b>	<b>18.7 %</b>	<b>19.1 %</b>
Army	27.2	24.2	22.7	20.5	18.7	23.5	24.3	24.3	24.8	24.0
Navy	19.2	20.0	19.9	18.4	18.3	16.3	15.8	16.8	15.4	15.3
Air Force	15.2	13.8	13.2	13.2	12.4	13.1	13.2	14.7	10.3	10.7
Defense Logistics Agency	44.9	40.5	41.3	42.1	46.0	43.2	42.1	40.3	42.1	44.9
Civil Functions	37.0	38.3	41.9	40.7	47.6	48.1	56.5	58.2	54.4	53.5
Other Defense Agencies	15.5	15.9	19.7	16.8	16.0	20.1	21.3	15.7	16.1	16.8

<sup>A/</sup> For definitions and coverage, see notes on coverage.  
<sup>B/</sup> Commencing with FY 1985, the total includes tariff or Regulated Acquisitions not included elsewhere in this table.  
<sup>C/</sup> Includes foreign firms for performance in U.S.  
\* Less than \$500,000

Prepared By: Washington Headquarters Services  
Directorate for Information  
Operations and Reports

# Chart II

Net Value of DoD Prime Contract Awards to Small Businesses, to All Businesses, and Percent Distribution to Small Businesses: FY 1984 - 1993



## AWARDS BY PROCUREMENT PROGRAM

Data on the net value of prime contract awards to businesses in the United States by procurement program are shown in Table 5 for the first half of FY 1994 and the first half of FY 1993, and in Table 6 for FY 1984 through FY 1993. Table 6a provides data on awards by procurement program, according to the Defense Component making the awards, for FY 1984 through FY 1993.

Total DoD procurement from U.S. businesses for work performed in the United States during the first half of FY 1994 totaled \$45,737 million; \$6,610 million (12.6 percent) less than the first half of FY 1993. A comparison between the first

half of FY 1993 and FY 1994 shows a decrease in all three major categories. Of the 14 mid-level categories, 11 showed a decrease; only the tank-automotive, miscellaneous hard goods, and construction categories showed increases.

The individual program categories with the largest decreases were Ships, \$1,697 million; All Actions of \$25,000 or Less, \$1,665 million; and Petroleum, \$837 million.

Chart III shows awards to all businesses and percent distribution to small businesses by procurement program for the first half of FY 1994 and the first half of FY 1993.

**TABLE 5**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1994 - FY 1993<sup>A/</sup>**  
**(AMOUNTS IN THOUSANDS)**

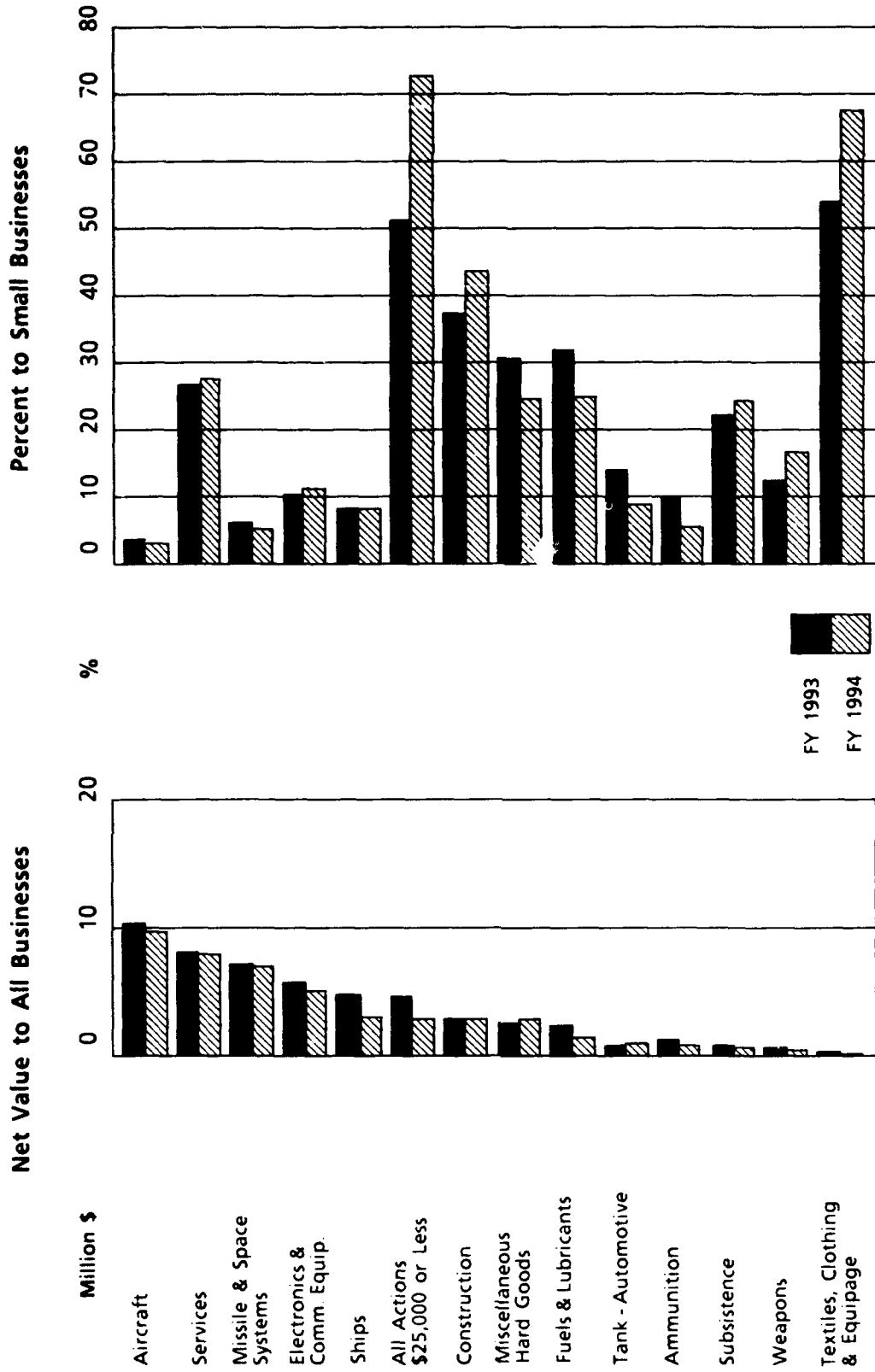
PROCUREMENT PROGRAM	October 1993 - March 1994			October 1992 - March 1993		
	T O T A L		SMALL BUSINESS	T O T A L		SMALL BUSINESS
	Amount (1)	% (2)	Amount (3)	Amount (1)	% (2)	Amount (3)
<b>TOTAL<sup>A/</sup></b>	<b>\$53,608,979</b>	<b>100.0</b>	<b>\$8,544,219</b>	<b>\$61,240,615</b>	<b>100.0</b>	<b>\$9,485,922</b>
INTERAGENCY/FMS	4,040,914			4,986,616		
FOR WORK OUTSIDE U. S. D/	2,039,169			2,311,832		
EDUCATIONAL + NON-PROFIT INSTITUTIONS	1,744,568			1,528,538		
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	45,737,207	100.0	\$8,544,219	52,347,604	100.0	\$9,485,922
MAJOR HARD GOODS (SUB-TOTAL)	26,936,281	58.9	1,656,297	31,039,955	59.3	2,135,383
AIRCRAFT (SUB-TOTAL)	9,822,088	21.0	281,571	10,388,208	19.8	357,985
AIRCRAFTS AND RELATED ASSEMBLIES AND SPARES	7,097,928	15.5	103,440	7,952,846	15.2	118,183
AIRCRAFT ENGINES AND RELATED SPARES	1,149,278	2.5	36,796	1,198,161	2.3	62,405
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	1,374,882	3.0	141,334	1,741,201	2.4	177,438
MISSILE AND SPACE SYSTEMS	5,871,088	15.0	349,373	7,055,647	13.5	434,108
SHIPS	3,146,888	6.9	254,917	4,844,256	9.3	397,149
TANK-AUTOMOTIVE (SUB-TOTAL)	993,095	2.2	87,099	842,810	1.6	117,093
COMBAT VEHICLES	368,773	0.8	32,189	414,008	0.8	37,459
NON-COMBAT VEHICLES	624,322	1.4	54,910	428,803	0.8	79,634
WEAPONS	465,566	1.0	77,752	657,393	1.3	82,267
AMMUNITION	757,271	1.7	41,009	1,426,804	2.7	140,032
ELECTRONICS AND COMMUNICATION EQUIPMENT	5,080,285	11.1	564,576	5,824,836	11.1	606,748
SERVICES	7,882,444	17.2	2,171,074	8,168,310	15.6	2,183,547
ALL OTHER (SUB-TOTAL)	10,918,481	23.9	4,716,848	13,139,338	25.1	5,166,991
SUBSISTENCE	571,486	1.3	138,201	770,959	1.5	171,313
TEXTILES, CLOTHING AND EQUIPAGE	178,149	0.4	120,191	367,457	0.7	198,055
FUELS + LUBRICANTS (SUB-TOTAL)	1,591,911	3.5	383,275	2,460,893	4.7	779,650
PETROLEUM	1,532,003	3.4	359,618	2,368,963	4.5	717,625
OTHER FUELS + LUBRICANTS	53,882	0.1	27,630	84,218	0.2	60,987
SEPARATELY PURCHASED CONTAINERS, HANDLING EQUIP.	6,027	*	6,027	7,712	*	1,038
MISCELLANEOUS HARD GOODS (SUB-TOTAL)	2,752,905	6.0	672,285	2,607,757	5.0	799,159
BUILDING SUPPLIES	32,804	0.1	27,630	52,496	0.1	21,130
TRANSPORTATION EQUIPMENT	49,103	*	10,193	74,287	0.1	30,629
CONSTRUCTION EQUIPMENT	91,172	0.2	14,235	153,957	0.3	23,052
MEDICAL + DENTAL SUPPLIES + EQUIPMENT	91,172	0.2	14,235	153,957	0.3	23,052
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	9,246	*	7,304	41,951	0.1	19,916
MATERIALS HANDLING EQUIPMENT	7,882	*	7,304	41,951	0.1	19,916
ALL OTHER SUPPLIES + EQUIPMENT	2,557,587	5.6	604,808	2,249,362	4.3	691,171
CONSTRUCTION	2,911,588	6.4	1,272,738	2,354,559	4.5	876,600
ALL ACTIONS OF \$25,000 OR LESS	2,912,443	6.4	1,270,160	4,577,714	8.7	2,342,215

A/ For definitions and coverage, see notes on coverage.  
 B/ Percentage of small business firms (column 3) to all business firms for work in the U.S. (column 1).  
 C/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.  
 D/ Includes foreign firms for performance in U.S.  
 \* Less than 0.05 percent.

Prepared By: Washington Headquarters Services  
 Directorate for Information  
 Operations and Reports

# Chart III

## Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses, by Procurement Program: First Half FY 1994 - 1993



**TABLE 6**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1993 - FY 1989** <sup>A/</sup>

PROCUREMENT PROGRAM	NET VALUE (\$000)					PERCENT				
	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY '93	FY '92	FY '91	FY '90	FY '89
<b>TOTAL B/</b>	\$138,307,134	\$136,296,711	\$150,855,269	\$144,672,473	\$139,343,457					
INTERAGENCY/FMS	12,863,802	9,576,847	11,947,932	9,964,253	9,579,291					
FOR WORK OUTSIDE THE U.S. C/	5,826,463	5,941,341	9,178,174	7,149,132	6,380,922					
EDUCATIONAL AND NONPROFIT INSTITUTIONS	3,443,799	3,438,236	3,645,617	3,529,523	3,272,473					
<b>BUSINESS FIRMS FOR WORK IN THE U.S.</b>										
<b>BUSINESS FIRMS TOTAL</b>	116,007,150	117,150,787	125,878,379	123,820,831	120,002,855	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)	64,545,052	67,052,198	74,127,414	79,120,269	79,917,592	55.6	57.2	58.9	63.9	66.6
Aircraft	22,951,997	24,069,254	23,637,167	23,994,463	24,225,584	19.8	20.5	18.8	19.4	20.2
Missile and Space Systems	12,133,067	13,102,239	16,351,898	17,136,849	18,735,086	10.5	11.2	13.0	13.8	15.6
Ships	9,006,798	8,255,915	9,313,719	10,303,581	9,596,142	7.8	7.0	7.4	8.3	8.0
Tank-Automotive	2,354,113	2,724,878	4,322,993	3,821,930	3,821,233	2.0	2.3	3.4	2.7	3.2
Weapons	1,210,560	1,418,550	1,717,428	1,842,430	1,518,643	1.0	1.2	1.4	1.5	1.3
Ammunition	2,676,436	3,245,950	3,564,703	3,324,453	3,900,238	2.3	2.8	2.8	3.3	3.3
Electronics and Communications Equip.	14,212,080	14,235,413	15,219,506	18,487,822	18,120,546	12.3	12.2	12.1	14.9	15.1
SERVICES	17,514,588	17,330,305	16,937,287	14,637,670	11,708,407	15.1	14.8	13.5	11.8	9.8
ALL OTHER (SUBTOTAL)	33,947,511	32,768,284	34,813,678	30,062,892	28,376,856	29.3	28.0	27.7	24.3	23.6
Subsistence	1,741,204	1,497,948	2,243,209	1,605,594	1,265,301	1.5	1.3	1.8	1.3	1.1
Textiles, Clothing, and Equipage	573,910	646,719	1,332,714	744,857	859,577	0.5	0.6	1.1	0.6	0.7
Fuels and Lubricants	3,203,700	2,767,897	3,690,514	3,771,388	3,475,105	2.8	2.4	2.9	3.0	2.9
Miscellaneous Hard Goods	7,500,406	7,441,649	7,620,672	7,056,160	6,995,804	6.5	6.4	6.1	5.7	5.8
Construction	8,790,497	8,250,531	8,586,177	5,757,232	7,435,552	7.6	7.0	6.8	4.6	6.2
All Actions of \$25,000 or Less	12,137,794	12,163,540	11,350,392	11,127,661	8,345,517	10.5	10.4	9.9	9.0	7.0
<b>SMALL BUSINESS FIRMS FOR WORK IN THE U.S.</b>										
<b>SMALL BUSINESS TOTAL</b>	24,871,587	23,988,906	25,936,484	23,955,745	22,771,551	21.4	20.5	20.6	19.3	19.0
MAJOR HARD GOODS (SUBTOTAL)	5,257,549	5,417,521	5,788,734	6,102,841	5,688,817	8.1	8.1	7.8	7.7	7.1
Aircraft	931,355	932,551	1,148,071	1,092,380	1,110,770	4.1	3.5	4.8	4.5	4.6
Missile and Space Systems	773,104	792,500	1,687,450	1,875,614	1,710,396	6.4	6.0	4.2	3.9	3.7
Ships	914,784	1,069,973	1,143,097	1,598,697	1,359,858	10.2	13.0	12.3	15.4	12.2
Tank-Automotive	348,194	427,519	602,807	1,485,825	1,357,394	14.6	15.7	13.9	14.0	9.4
Weapons	165,047	185,731	204,319	239,634	213,145	13.6	13.1	11.9	13.0	14.0
Ammunition	341,837	386,706	301,724	371,300	301,679	12.8	11.9	8.5	9.2	7.7
Electronics and Communications Equip.	1,787,427	1,722,555	1,705,265	1,679,391	1,643,575	12.6	12.1	11.2	9.1	9.1
SERVICES	4,709,237	4,419,784	4,333,665	4,202,934	3,461,160	26.9	25.5	25.6	28.7	29.6
ALL OTHER (SUBTOTAL)	14,904,801	14,151,600	15,814,085	13,649,970	13,621,574	43.9	43.2	45.4	45.4	48.0
Subsistence	464,125	415,161	1,059,874	691,267	543,149	26.7	27.7	47.2	43.1	42.9
Textiles, Clothing, and Equipage	342,144	332,796	712,912	496,357	606,614	59.7	51.5	53.5	66.6	70.6
Fuels and Lubricants	1,157,698	835,273	911,056	1,053,014	1,152,910	36.1	30.2	24.8	27.9	33.2
Miscellaneous Hard Goods	2,128,909	2,001,855	2,135,036	2,087,270	1,970,878	28.4	26.9	28.3	29.6	28.2
Construction	4,315,403	4,151,627	4,619,850	3,122,523	4,666,353	49.1	50.3	53.8	54.2	62.8
All Actions of \$25,000 or Less	6,498,322	6,414,889	6,355,357	6,199,539	4,681,670	53.5	52.7	56.0	55.7	56.1

A/ For definitions and coverage, see notes on coverage.

B/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table

C/ Includes foreign concerns with performance in U.S.

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**TABLE 6 (concluded)**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1988 - FY 1984** <sup>A/</sup>

PROCUREMENT PROGRAM	NET VALUE (\$000)						PERCENT				
	FY 1988	FY 1987	FY 1986	FY 1985	FY 1984	FY 1983	FY '88	FY '87	FY '86	FY '85	FY '84
<b>TOTAL B/</b>											
INTERAGENCY/FMS	\$151,352,713	\$155,507,586	\$158,829,340	\$153,725,360	\$144,371,610						
FOR WORK OUTSIDE THE U.S. C/	8,919,370	8,808,963	9,883,818	12,398,566	10,098,092						
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	8,149,175	8,863,365	9,080,746	8,611,099	8,311,482						
	3,469,352	3,494,958	3,367,718	3,129,061	2,709,888						
<b>BUSINESS FIRMS FOR WORK IN THE U.S.</b>											
<b>BUSINESS FIRMS TOTAL</b>	130,814,816	135,340,300	136,497,058	139,586,634	124,912,148		100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)	85,856,513	93,015,459	92,822,136	98,144,846	86,315,336		65.6	68.7	68.0	70.3	59.1
Aircraft	24,978,326	27,683,991	32,267,221	34,579,580	29,234,550		19.1	20.5	23.6	24.8	23.4
Missile and Space Systems	19,693,980	19,781,484	19,355,707	18,667,899	16,663,293		15.1	14.6	14.2	13.4	13.3
Ships	13,716,230	11,474,728	9,412,931	10,404,743	9,353,141		7.5	6.9	6.9	7.5	7.5
Tank-Automotive	3,927,925	4,853,662	5,248,926	5,152,256	4,989,563		3.8	3.8	3.8	3.7	4.0
Weapons	1,667,409	2,304,203	2,304,203	2,618,277	2,425,864		1.3	1.6	1.7	1.9	1.9
Ammunition	4,119,354	4,098,819	4,489,965	4,684,833	3,955,411		3.4	3.4	3.3	3.4	3.2
Electronics and Communications Equip.	17,753,289	22,557,471	19,743,183	22,037,858	19,693,514		13.6	16.7	14.5	15.8	15.8
SERVICES	12,029,739	11,044,330	10,447,432	9,126,012	8,478,023		9.2	8.2	7.7	6.5	6.8
ALL OTHER (SUBTOTAL)	32,928,554	31,280,811	33,227,480	32,315,776	30,118,789		25.2	23.1	24.3	23.2	24.1
Substance	1,629,007	1,778,445	1,667,358	1,023,603	1,152,821		1.0	0.9	0.8	0.7	0.9
Textiles, Clothing, and Equipment	3,200,189	3,085,344	3,225,694	2,743,360	2,986,863		2.0	2.0	2.0	1.8	2.0
Fuels and Lubricants	7,445,282	6,030,844	5,447,981	5,485,232	4,356,568		5.0	4.4	4.1	3.8	4.1
Miscellaneous Hard Goods	8,066,574	8,893,666	7,632,728	7,889,620	6,370,619		6.2	6.6	5.6	5.6	5.2
Construction	11,414,967	11,162,388	10,491,813	10,493,287	9,986,511		8.7	8.2	7.7	7.5	8.0
All Actions of \$25,000 or Less											
<b>SMALL BUSINESS FIRMS FOR WORK IN THE U.S.</b>											
<b>SMALL BUSINESS TOTAL</b>	25,228,786	26,624,157	26,914,262	26,048,769	23,816,460		19.3	19.7	19.7	18.7	19.1
MAJOR HARD GOODS (SUBTOTAL)	5,854,002	7,145,431	7,481,432	6,801,601	5,854,611		6.8	7.7	8.1	6.9	6.8
Aircraft	1,119,120	1,310,050	1,354,528	1,181,395	996,531		4.5	4.7	4.2	3.4	3.4
Missile and Space Systems	659,297	768,294	645,708	453,777	426,501		3.3	3.9	3.3	2.4	2.6
Ships	1,199,631	1,475,831	1,499,882	1,298,853	1,217,888		8.7	12.9	15.9	12.5	13.0
Tank-Automotive	394,365	710,468	778,849	921,941	876,436		10.0	14.6	14.8	17.9	17.6
Weapons	235,679	330,176	343,008	252,562	219,236		14.1	15.7	14.9	9.6	9.0
Ammunition	412,887	439,079	617,803	643,163	495,753		10.0	9.6	13.8	13.7	12.5
Electronics and Communications Equip.	1,833,023	2,111,533	2,241,654	2,043,910	1,622,266		10.3	9.4	11.4	9.3	8.2
SERVICES	3,770,752	3,465,667	2,908,988	2,600,109	2,274,420		31.3	31.4	27.8	28.5	26.8
ALL OTHER (SUBTOTAL)	15,604,032	16,013,059	16,523,842	16,647,059	15,697,429		47.4	51.2	49.7	51.5	52.1
Substance	500,215	411,720	488,925	423,905	472,776		39.7	34.9	39.6	41.4	42.5
Textiles, Clothing, and Equipment	880,045	840,399	850,877	846,738	844,560		26.5	25.1	26.2	26.8	24.9
Fuels and Lubricants	570,984	557,398	1,493,718	2,093,329	2,093,329		20.4	28.2	26.2	26.8	33.1
Miscellaneous Hard Goods	2,643,395	2,542,784	2,893,108	5,737,687	1,982,809		62.9	62.2	63.3	73.5	70.2
Construction	6,236,158	6,124,158	5,748,033	5,664,356	5,304,341		55.2	54.9	54.8	54.0	53.1
All Actions of \$25,000 or Less											

Note: Refer to first page of this table for footnotes.

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**TABLE 6a**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1993 - FY 1992**

a/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1993							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$116,007,150	\$23,614,026	\$37,241,099	\$34,979,675	\$7,922,547	\$2,457,709	\$9,792,095
MAJOR HARD GOODS (SUBTOTAL)	64,545,052	13,389,464	25,556,043	24,688,187	454,647	41,583	415,128
Aircraft	22,951,997	2,054,809	7,920,355	12,463,796	113,067	0	30-
Missile and Space Systems	12,133,067	3,493,895	3,300,712	5,331,582	3,715	177	3,427
Ships	9,006,798	2,083,644	8,928,549	113,747	52,321	12,237	0
Automotive	7,354,163	2,088,298	526,523	113,343	79,527	390	0
Weapons	2,270,836	1,820,018	277,328	178,442	3,967	0	557
Ammunition	2,678,836	3,412,432	4,536,927	5,616,364	206,491	0	26
Electronics and Communications Equip.	14,212,080	4,157,966	5,204,708	3,633,456	207,671	28,778	411,087
SERVICES	17,514,588	6,066,596	6,480,347	6,658,032	7,260,229	483,993	3,826,794
ALL OTHER (SUBTOTAL)	33,947,511	16,726	12,680	14,342	982,323	0	729,475
Subsistence	1,741,204	24,867	23,212	11,140	3,160,184	48	0
Textiles, Clothing, and Equipage	573,910	981,633	1,622,757	3,342,333	886,218	100,393	705
Fuels and Lubricants	3,203,700	3,279,047	2,414,928	1,506,222	18,378	1,557,337	567,072
Miscellaneous Hard Goods	7,500,406	1,756,009	2,402,378	1,783,995	1,682,866	1,274,210	145
Construction	8,790,497						18,378
All Actions of \$25,000 or Less	12,137,794						4,238,335
FISCAL YEAR 1992							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$117,150,787	\$25,329,791	\$38,235,214	\$33,721,042	\$7,276,938	\$2,722,541	\$9,865,261
MAJOR HARD GOODS (SUBTOTAL)	67,052,198	15,759,487	26,324,882	24,060,568	482,987	54,206	370,067
Aircraft	24,069,354	2,850,762	7,268,361	13,797,218	141,534	973	307
Missile and Space Systems	13,502,436	3,753,675	4,715,675	4,806,326	4,760	0	9,333
Ships	9,723,372	2,458,194	8,134,307	147,138	51,523	25,514	538
Automotive	1,418,550	2,792,072	453,310	162,049	4,378	113	599
Weapons	1,418,550	2,792,072	453,310	162,049	4,378	0	599
Ammunition	3,248,560	2,764,969	183,975	316,582	385	0	138
Electronics and Communications Equip.	14,233,413	3,095,208	5,514,322	5,029,193	209,823	27,600	359,266
SERVICES	17,330,305	3,942,837	5,197,369	3,618,489	153,805	417,583	4,000,221
ALL OTHER (SUBTOTAL)	32,768,284	5,627,467	6,712,962	6,041,986	6,640,145	2,250,751	5,494,972
Subsistence	1,497,948	21,515	13,761	3,306	831,255	0	628,111
Textiles, Clothing, and Equipage	646,719	111,075	12,990	993	2,723,151	126	521,534
Fuels and Lubricants	2,767,897	21,674	12,032	10,266	1,050,117	774	0
Miscellaneous Hard Goods	7,441,649	1,069,841	1,644,289	3,048,103	1,050,117	156,161	473,137
Construction	8,250,531	2,723,456	2,472,934	1,559,842	21,999	1,851,947	20,352
All Actions of \$25,000 or Less	12,163,540	1,679,905	2,556,956	1,819,476	1,492,088	1,241,743	4,373,372

a/ For definitions and coverage, see notes on coverage.  
b/ Excludes foreign concerns with performance in U.S.

**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1991 - FY 1990**

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	FISCAL YEAR 1991						
	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)	\$125,878,379	\$29,611,843	\$39,609,593	\$40,348,615	\$10,606,024	\$2,232,969	\$3,469,335
	74,127,414	18,221,687	27,504,046	27,312,316	721,053	48,260	320,052
Aircraft	23,637,167	3,002,400	6,610,974	13,800,630	221,505	1,332	326
Missile and Space Systems	16,351,998	4,241,630	4,927,470	7,168,130	9,701	0	4,967
Ships	9,313,719	18,212	9,183,830	5,696	90,862	14,938	181
Tank-Automotive	4,322,993	4,073,012	49,870	105,435	94,614	252	0
Weapons	1,717,428	809,785	687,598	205,920	12,858	0	1,497
Ammunition	3,564,703	2,920,805	3,227,349	101,894	14,855	0	0
Electronics and Communications Equip.	15,219,508	3,155,873	5,516,955	5,924,811	277,550	31,728	313,081
SERVICES	16,937,287	3,868,850	5,101,958	4,907,696	119,230	320,810	2,618,743
ALL OTHER (SUBTOTAL)	34,813,678	7,321,306	7,003,589	8,128,603	9,765,741	1,863,899	530,540
Subsistence	2,243,209	129,461	52,892	71,021	1,989,825	0	0
Textiles, Clothing, and Equipage	1,332,714	151,819	21,169	21,468	1,137,546	712	0
Fuels and Lubricants	3,680,514	8,502	24,543	11,122	3,656,462	212	673
Miscellaneous Hard Goods	7,620,672	1,245,889	1,535,277	2,978,784	1,425,187	101,584	353,951
Construction	8,586,177	2,991,580	2,716,943	1,343,749	27,264	1,493,248	13,393
All Actions of \$25,000 or Less	11,350,152	3,004,055	2,652,765	3,702,459	1,560,447	268,143	162,523
FISCAL YEAR 1990							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)	\$123,820,831	\$28,168,596	\$41,719,587	\$39,038,697	\$9,303,034	\$2,018,306	\$3,572,611
	79,120,269	19,026,524	30,659,526	28,329,653	593,367	22,163	488,636
Aircraft	23,994,483	3,788,536	7,458,794	12,549,506	197,578	105	26-
Missile and Space Systems	17,136,849	3,784,614	4,954,980	8,383,419	7,498	0	6,278
Ships	10,303,581	14,915	10,208,678	9,286	58,956	11,826	0
Tank-Automotive	3,322,970	3,134,647	7,709	130,250	50,370	144	150-
Weapons	1,842,130	1,022,643	547,984	265,304	6,193	0	0
Ammunition	4,032,453	3,129,863	847,804	55,759	6,193	0	1,166-
Electronics and Communications Equip.	18,487,823	4,151,661	6,633,577	6,936,119	272,679	10,088	483,700
SERVICES	14,637,670	3,193,190	5,034,324	3,344,751	167,953	309,742	2,587,710
ALL OTHER (SUBTOTAL)	30,062,892	5,948,482	6,025,737	7,364,293	8,541,714	1,686,401	496,265
Subsistence	1,605,594	122,661	54,628	42,108	1,386,269	0	72-
Textiles, Clothing, and Equipage	744,857	27,288	13,574	45,510	657,592	286	607
Fuels and Lubricants	3,771,388	1,021,933	6,093	8,102	3,742,871	1,038	351
Miscellaneous Hard Goods	7,056,160	1,083,754	1,734,624	2,560,940	1,217,261	103,982	355,599
Construction	5,757,232	1,729,667	1,746,583	901,456	11,864	1,355,308	12,354
All Actions of \$25,000 or Less	11,127,661	2,972,179	2,470,235	3,806,177	1,525,857	225,787	127,426

Note Refer to first page of this table for footnotes.

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**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1989 - FY 1988**

R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1989							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$120,002,855	\$27,442,067	\$42,175,722	\$36,949,414	\$9,177,392	\$1,434,248	\$2,824,012
MAJOR HARD GOODS (SUBTOTAL)	79,917,592	19,529,244	31,562,078	27,833,633	592,937	23,226	376,474
Aircraft	24,225,694	3,077,892	8,428,859	12,529,613	189,372	0	42-
Missile and Space Systems	18,735,096	4,198,865	6,355,037	8,174,870	5,744	0	580
Ships	9,596,142	67,111	9,423,005	888	99,755	5,383	0
Tank-Automotive	3,821,233	3,637,902	10,211	121,963	50,893	66	198
Weapons	1,518,653	288,067	567,251	286,565	7,041	0	281-
Ammunition	3,900,238	2,885,726	948,366	66,060	86	0	0
Electronics and Communications Equip.	18,120,546	5,003,681	5,829,349	6,653,674	240,046	17,777	376,019
SERVICES	11,708,407	2,646,796	3,754,449	2,782,163	314,840	170,020	2,040,139
ALL OTHER (SUBTOTAL)	28,376,856	5,266,027	6,859,195	6,333,618	8,269,615	1,241,002	407,399
Subsistence	1,265,301	74,546	25,816	44,532	1,120,407	0	0
Textiles, Clothing, and Equipment	859,577	16,716	7,312	15,127	820,424	0	0
Fuels and Lubricants	3,475,105	77,967	3,388	9,004	3,382,076	609	671
Miscellaneous Hard Goods	6,995,804	1,003,624	1,816,954	2,845,254	1,145,960	78,198	305,814
Construction	7,435,552	2,616,592	2,649,501	1,069,560	20,573	1,069,869	9,457
All Actions of \$25,000 or Less	8,345,517	1,476,584	2,555,734	2,349,241	1,780,175	92,326	91,457
FISCAL YEAR 1988							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$130,814,816	\$27,534,472	\$50,053,675	\$39,600,915	\$9,243,680	\$2,034,804	\$2,347,270
MAJOR HARD GOODS (SUBTOTAL)	85,856,513	17,682,974	38,136,526	28,879,158	607,607	25,464	524,784
Aircraft	24,978,326	2,863,794	9,325,897	12,642,371	146,264	0	0
Missile and Space Systems	19,693,980	3,948,705	7,230,739	8,503,094	8,259	0	3,183
Ships	13,716,230	30,758	13,573,711	1,069	99,113	11,579	0
Tank-Automotive	3,927,925	3,788,864	12,481	86,355	39,647	549	29
Weapons	1,667,409	680,001	649,761	332,720	4,927	0	0
Ammunition	4,119,354	3,245,507	765,768	107,972	107	0	0
Electronics and Communications Equip.	17,753,289	3,125,345	6,578,189	7,205,577	309,290	13,336	521,572
SERVICES	12,029,739	2,786,069	4,193,941	3,086,806	155,291	247,898	1,539,734
ALL OTHER (SUBTOTAL)	32,928,564	7,065,429	7,723,208	7,624,951	8,470,782	1,761,442	282,752
Subsistence	1,259,007	86,375	52,120	38,767	1,080,745	0	0
Textiles, Clothing, and Equipment	1,150,449	41,025	14,356	27,815	1,057,198	0	35
Fuels and Lubricants	3,292,185	18,297	16,394	18,140	3,238,326	28	0
Miscellaneous Hard Goods	7,745,382	1,095,943	1,769,957	3,403,603	1,273,632	102,225	100,022
Construction	8,066,574	2,888,310	2,709,382	1,006,915	16,675	1,434,275	11,017
All Actions of \$25,000 or Less	11,414,967	2,934,479	3,159,959	3,119,711	1,804,216	224,914	171,678

Note: Refer to first page of this table for footnotes.

**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1987 - FY 1986** <sup>a/</sup>

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1987							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$135,340,300	\$31,003,105	\$48,943,978	\$40,614,762	\$9,232,111	\$1,859,034	\$3,687,310
MAJOR HARD GOODS (SUBTOTAL)	93,015,159	20,508,494	38,071,081	32,042,970	611,982	37,859	1,742,773
Aircraft	27,683,991	3,366,735	9,770,721	14,424,755	121,780	0	0
Missile and Space Systems	19,781,484	3,827,817	7,415,709	8,535,151	2,569	0	228
Ships	11,474,728	59,401	11,306,744	4,616	67,703	26,264	0
Tank-Automotive	4,853,662	4,674,628	38,175	72,582	57,162	888	227
Weapons	2,098,819	699,746	1,033,839	361,858	3,376	0	0
Ammunition	4,555,004	3,544,326	528,513	482,055	0	0	0
Electronics and Communications Equip.	22,567,471	4,325,841	7,977,280	8,161,933	349,392	10,707	1,742,318
SERVICES	11,044,330	2,688,426	3,516,622	2,886,879	140,218	220,612	1,591,573
ALL OTHER (SUBTOTAL)	31,280,811	7,806,185	7,356,275	5,684,913	8,479,911	1,600,563	352,964
Subsistence	1,178,445	87,218	32,720	42,532	1,015,794	140	0
Textiles, Clothing, and Equipage	3,056,534	33,521	26,608	28,936	2,832,016	58	314
Facilities and Logistics	3,057,334	33,521	13,868	28,936	2,832,016	458	314
Miscellaneous Hard Goods	6,020,944	1,185,592	1,637,958	1,144,133	1,734,973	87,868	155,968
Construction	8,865,666	3,435,987	2,784,223	1,335,576	9,665	1,282,304	32,311
All Actions of \$25,000 or Less	11,182,388	3,029,760	2,788,987	3,097,655	1,867,233	219,803	159,940
FISCAL YEAR 1986							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$136,497,058	\$31,438,981	\$44,232,292	\$41,736,732	\$13,503,225	\$1,588,357	\$3,997,475
MAJOR HARD GOODS (SUBTOTAL)	92,822,136	21,195,883	35,026,392	34,057,663	640,790	15,833	1,885,575
Aircraft	32,267,221	3,616,372	10,187,117	18,368,807	95,125	0	0
Missile and Space Systems	19,355,707	4,786,882	7,165,467	7,389,685	2,813	0	10,850
Ships	9,412,931	65,707	9,269,915	1,228	64,693	11,388	0
Tank-Automotive	5,248,926	5,031,299	27,728	116,855	71,664	1,050	330
Weapons	2,304,203	915,705	1,009,322	374,482	4,621	0	73
Ammunition	4,489,965	3,180,970	586,486	712,426	38	0	45
Electronics and Communications Equip.	19,743,183	3,598,938	6,770,357	7,094,380	401,836	3,395	1,874,277
SERVICES	10,447,432	2,353,749	2,978,639	2,989,707	128,021	172,890	1,824,426
ALL OTHER (SUBTOTAL)	33,227,490	7,889,349	6,227,261	4,689,362	12,734,414	1,399,630	287,474
Subsistence	1,251,358	85,378	52,520	28,976	1,084,374	0	0
Textiles, Clothing, and Equipage	7,057,978	52,862	22,980	28,861	7,121,233	58	359
Facilities and Logistics	7,057,978	52,862	22,980	28,861	7,121,233	1,037	117
Miscellaneous Hard Goods	5,247,986	4,036	33,417	45,881	1,728,564	60,421	111,764
Construction	7,632,728	1,072,402	1,515,104	1,060,031	7,121,233	1,124,063	19,935
All Actions of \$25,000 or Less	10,491,813	3,818,210	2,745,662	2,738,881	1,821,373	214,071	155,999

Note: Refer to first page of this table for footnotes.

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**TABLE 6a (concluded)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1985 - FY 1984** <sup>A/</sup>

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM		TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1985								
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/		\$139,586,634	\$31,192,491	\$45,656,475	\$45,468,686	\$12,189,521	\$1,624,135	\$3,455,326
MAJOR HARD GOODS (SUBTOTAL)		98,144,846	21,528,199	36,609,846	37,660,685	590,188	31,148	1,724,780
Aircraft		34,579,580	3,728,610	10,203,015	20,559,971	87,984	0	0
Missile and Space Systems		18,667,899	3,720,210	6,613,693	8,329,883	2,243	0	1,870
Ships		10,404,343	56,846	10,270,641	211	55,846	20,799	0
Tank-Automotive		5,152,256	4,954,620	38,860	99,896	56,900	1,440	540
Weapons		2,618,277	1,243,399	1,098,152	272,267	6,459	0	0
Ammunition		4,684,833	4,021,313	583,477	80,003	45	0	0
Electronics and Communications Equip.		22,037,658	3,803,201	7,802,013	8,318,454	382,711	8,909	1,722,370
SERVICES		9,126,012	1,963,579	2,624,695	2,800,418	121,830	129,279	1,486,211
ALL OTHER (SUBTOTAL)		32,315,776	7,700,713	6,421,934	5,007,583	11,477,503	1,463,708	244,335
Subsistence		1,023,603	92,041	32,345	27,823	871,496	0	0
Textiles, Clothing, and Equipment		2,143,360	26,494	16,158	42,428	1,021,985	115	0
Fuels and Lubricants		5,462,722	35,171	20,661	60,054	6,186,643	1,193	1,322
Miscellaneous Hard Goods		7,885,620	1,305,386	1,459,008	1,137,522	1,385,205	67,045	98,566
Construction		10,493,587	3,427,273	2,237,907	1,986,060	1,111,764	1,198,674	23,942
All Actions of \$25,000 or Less			2,778,348	2,646,557	2,753,696	1,997,410	196,681	120,595
FISCAL YEAR 1984								
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/		\$124,912,148	\$27,851,426	\$39,948,244	\$40,506,812	\$11,673,281	\$1,743,693	\$3,178,692
MAJOR HARD GOODS (SUBTOTAL)		86,315,336	19,306,750	31,749,771	33,236,110	513,499	22,752	1,486,454
Aircraft		29,234,550	3,234,569	8,643,78	17,267,971	88,912	0	0
Missile and Space Systems		16,663,293	3,624,636	5,750,289	7,285,976	1,765	0	627
Ships		9,353,141	23,466	9,222,982	489	88,404	17,800	0
Tank-Automotive		4,989,563	4,832,841	11,377	84,583	58,944	1,588	230
Weapons		2,425,864	1,312,801	831,516	179,235	2,312	0	0
Ammunition		3,955,411	3,161,247	672,327	121,837	0	0	0
Electronics and Communications Equip.		19,693,514	3,117,190	6,618,182	8,196,019	273,162	3,364	1,485,597
SERVICES		8,478,023	1,736,469	2,634,093	2,454,712	56,799	108,166	1,487,784
ALL OTHER (SUBTOTAL)		30,118,789	6,818,207	5,564,380	4,815,990	11,102,983	1,612,775	204,454
Subsistence		1,112,171	100,077	42,514	34,254	925,226	0	0
Textiles, Clothing, and Equipment		1,086,823	143,075	26,892	35,218	881,605	0	33
Fuels and Lubricants		5,325,868	31,899	46,912	70,543	6,171,708	2,602	35
Miscellaneous Hard Goods		4,926,568	1,380,378	1,281,600	938,798	1,261,628	91,319	76,746
Construction		6,676,917	2,576,480	1,766,390	973,348	1,261,509	1,323,488	24,404
All Actions of \$25,000 or Less		9,988,511	2,686,300	2,400,472	2,755,029	1,846,106	1,155,368	103,236

Note: Refer to first page of this table for footnotes.

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## AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percent distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1984 through FY 1993 are shown in Table 7.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government agencies, amounted to \$21,694 million during FY 1993 and accounted for 18.2 percent of all DoD procurement. During FY 1992, the comparable amount was \$21,342 million, which was 17.7 percent of the total awards.

As shown in Table 7, the Department of the Air Force had the largest amount of RDT&E awards in each of the last ten years. RDT&E awards accounted for 80.9 percent of the contracts awarded by the Department of the Air Force to

Educational and Nonprofit Institutions during FY 1994.

Between FY 1984 and FY 1986, the relative share of RDT&E procurement to total procurement remained consistently around 13 or 14 percent. During FY 1987, it rose to 15.5 percent and continued to rise each year through FY 1989. Decreases are shown for both FY 1990 and FY 1991 to 17.3 percent and 15.8 percent, respectively. Awards again increased in FY 1992 to 17.7 percent. In FY 1993, the percentage of RDT&E procurement to total procurement reached a ten year high of 18.2 percent.

Contract awards for RDT&E by procurement program are shown for FY 1984 through FY 1993 in Table 8. This table shows the percentage of RDT&E awards in each program based on the totals shown in Table 6.

**TABLE 7**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Type of Contractor and Defense Component: FY 1993 - FY 1989**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1993		FY 1992		FY 1991		FY 1990		FY 1989	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$22,374,509		\$21,811,584		\$20,981,043		\$27,404,859		\$23,260,820	
<b>INTERAGENCY/FMS</b>	512,005		300,138		212,038		171,345		1,032,050	
<b>FOR WORK OUTSIDE U. S. B/</b>	168,853		170,040		294,980		218,346		192,227	
<b>TOTAL, EXCEPT ABOVE</b>	21,693,648	18.2	21,341,505	17.7	20,474,025	15.8	22,014,968	17.3	22,036,543	17.9
Army	4,600,940	15.9	4,955,532	19.0	4,414,420	14.6	3,801,306	13.3	4,205,809	15.1
Navy	4,934,734	13.0	5,035,775	12.9	4,275,209	10.6	5,447,830	12.8	6,333,132	14.7
Air Force	9,760,946	26.8	8,672,620	24.7	9,728,463	23.2	11,073,245	27.1	9,954,085	25.8
Defense Logistics Agency	12,191	0.2	11,067	0.1	7,271	0.1	19,804	0.2	10,495	0.1
Civil Functions	13,655	0.5	12,187	0.4	9,028	0.4	6,683	0.3	5,882	0.4
Other Defense Agencies	2,371,181	23.4	2,654,322	26.1	2,039,634	52.9	1,666,100	42.1	1,527,130	51.2
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	2,133,946	62.0	2,311,093	67.2	2,556,239	70.1	2,777,494	78.4	2,587,893	79.1
Army	235,536	31.0	209,482	30.0	240,395	37.9	227,245	51.3	280,467	66.4
Navy	551,584	73.9	685,720	79.2	627,252	75.4	656,987	78.5	721,944	75.8
Air Force	1,183,460	80.9	1,139,345	79.9	1,312,733	83.3	1,556,279	87.4	1,432,741	89.3
Defense Logistics Agency	11,434	10.9	11,065	10.2	7,265	3.7	14,873	13.5	8,816	7.7
Civil Functions	5,128	18.9	5,191	22.3	3,813	18.1	3,308	12.5	2,716	14.1
Other Defense Agencies	146,805	42.7	260,290	82.4	362,781	94.2	308,802	93.0	141,209	88.7
<b>BUSINESS FIRMS FOR WORK IN THE U. S.</b>	19,559,701	16.9	19,030,412	16.2	17,917,786	14.2	19,247,474	15.5	19,448,650	16.2
Army	4,365,404	18.5	4,745,050	18.7	4,174,025	14.1	3,574,061	12.7	3,925,742	14.3
Navy	4,383,150	11.8	4,350,059	11.4	3,547,957	9.2	3,700,843	14.5	3,911,108	13.3
Air Force	8,577,958	24.5	7,533,276	22.3	8,415,730	20.9	9,516,321	24.4	8,521,474	23.1
Defense Logistics Agency	8,527	0.3	6,987	0.3	5,219	0.2	4,371	0.2	3,176	0.2
Civil Functions	2,224,376	22.7	2,394,033	24.3	1,671,853	48.3	1,357,298	37.5	1,385,921	45.1
Other Defense Agencies	2,278,685	9.2	1,941,439	8.1	1,652,391	6.4	1,730,988	7.2	1,456,510	6.4
<b>SMALL BUSINESS FIRMS</b>	750,983	11.7	696,965	11.4	553,793	8.2	487,134	8.4	400,324	7.8
Army	580,889	8.1	510,043	6.7	470,054	6.0	533,847	7.0	455,721	5.7
Navy	632,389	11.9	462,107	9.9	432,625	8.1	493,237	9.5	471,549	10.3
Air Force	8	0.0	2	0.0	6	0.0	2,434	0.1	585	0.0
Defense Logistics Agency	6,718	0.7	6,067	0.6	4,403	0.5	2,541	0.3	2,915	0.4
Civil Functions	307,678	20.3	266,255	17.0	191,510	28.0	211,795	34.9	145,416	32.1
Other Defense Agencies										

For definitions and coverage, see notes on coverage.  
 B. Includes foreign firms for performance in U.S.  
 \* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 3.

**TABLE 7 (concluded)**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Type of Contractor and Defense Component: FY 1988 - FY 1984<sup>a/</sup>**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1988		FY 1987		FY 1986		FY 1985		FY 1984	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$22,801,657		\$21,867,373		\$19,866,651		\$18,995,920		\$18,343,949	
<b>INTERAGENCY/FMS</b>	166,028		150,594		118,810		132,146		509,159	
<b>FOR WORK OUTSIDE U. S. B/</b>	167,745		200,688		181,611		124,636		47,400	
<b>TOTAL, EXCEPT ABOVE</b>	22,267,884	16.6	21,516,091	15.5	19,566,230	14.0	18,739,138	13.1	17,787,390	13.9
Army	3,306,264	11.8	3,164,453	10.1	2,841,728	8.9	2,410,122	7.6	2,125,481	7.5
Navy	11,599,687	28.6	9,952,135	23.1	7,286,119	16.1	6,519,172	14.0	5,662,206	13.8
Air Force	5,339,000	23.4	5,320,000	24.4	8,216,587	19.2	8,720,889	18.6	9,186,425	22.0
Defense Logistics Agency	30,125	0.3	37,261	0.2	43,292	0.1	25,327	0.2	11,546	0.1
Civil Functions	5,339	0.3	37,261	0.2	43,292	0.1	25,327	0.2	11,546	0.1
Other Defense Agencies	742,314	29.8	1,090,243	28.0	1,140,811	27.2	1,062,438	29.2	801,502	24.1
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	2,747,010	79.2	2,709,218	77.5	2,616,458	77.7	2,462,973	78.7	2,122,599	78.3
Army	267,306	60.7	283,469	59.8	258,140	59.1	238,339	56.7	181,792	53.0
Navy	947,976	83.0	888,996	82.2	985,425	85.6	554,531	89.0	830,111	86.0
Air Force	1,395,297	86.4	1,355,845	85.0	1,217,643	84.0	1,123,151	84.5	994,777	85.3
Defense Logistics Agency	20,603	23.2	23,493	23.5	6,880	7.6	9,475	11.5	11,546	19.2
Civil Functions	1,507	3.6	1,676	5.1	669	1.6	168	0.3	122	0.3
Other Defense Agencies	114,321	80.6	155,739	73.3	147,701	74.7	147,249	81.6	104,231	79.8
<b>BUSINESS FIRMS FOR WORK IN THE U. S.</b>	19,520,874	14.9	18,806,873	13.9	16,949,772	12.4	16,276,165	11.7	15,664,791	12.5
Army	3,028,958	11.0	2,880,984	9.3	2,583,588	8.2	2,181,783	7.0	1,943,689	7.0
Navy	5,518,709	11.0	6,477,016	13.2	6,300,694	14.2	5,564,581	12.2	4,832,095	12.1
Air Force	10,331,800	26.1	8,496,290	20.9	7,058,944	16.9	7,597,738	16.7	8,191,628	20.2
Defense Logistics Agency	9,522	0.1	16,058	0.2	11,412	0.1	16,522	0.1	0	0.0
Civil Functions	3,882	0.2	2,019	0.1	2,024	0.1	352	0.1	108	0.1
Other Defense Agencies	627,993	26.8	934,506	25.3	993,110	24.8	915,189	26.5	697,271	21.9
<b>SMALL BUSINESS FIRMS</b>	1,446,030	5.7	1,488,073	5.6	1,263,937	4.7	1,187,546	4.6	915,116	3.8
Army	425,352	5.6	445,406	5.9	363,852	4.8	323,735	4.2	275,505	4.1
Navy	416,125	5.1	349,305	4.5	301,750	4.1	282,492	4.2	188,750	3.0
Air Force	457,490	8.9	474,427	8.8	403,463	8.3	406,239	8.5	295,156	6.8
Defense Logistics Agency	0	0.0	4,877	0.1	1,817	0.1	14,785	0.3	0	0.0
Civil Functions	2,951	0.3	1,585	0.2	1,492	0.2	1,176	0.3	40	0.1
Other Defense Agencies	144,112	30.6	212,383	27.1	189,563	30.2	165,578	29.8	159,686	29.9

NOTE: Refer to first page of this table for footnotes.

**TABLE 8**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Procurement Program: FY 1993 - FY 1984** <sup>A/</sup>

PROCUREMENT PROGRAM	NET VALUE (\$000)						PERCENT					
	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY '93	FY '92	FY '91	FY '90	FY '89	
<b>TOTAL</b>	\$22,374,509	\$21,811,684	\$20,981,043	\$22,404,659	\$23,260,820		16.2	16.0	13.9	15.5	16.7	
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	512,009 168,853 21,653,648	300,138 170,040 21,341,505	212,038 294,980 20,474,025	171,345 218,346 22,014,968	1,032,050 192,227 22,036,543		4.0 2.9 18.2	3.1 2.9 17.7	1.8 1.8 15.8	1.7 3.1 17.3	10.8 3.0 17.9	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,133,946	2,311,093	7,556,239	2,767,494	2,587,893		62.0	67.2	70.1	78.4	79.1	
BUSINESS FIRMS TOTAL	19,559,701	19,030,412	17,917,786	19,247,474	19,448,650		16.9	16.2	14.2	15.5	16.2	
MAJOR HARP GOODS (SUBTOTAL)	14,973,798	14,429,180	14,021,823	15,876,660	16,215,161		23.0	21.5	18.9	20.1	20.3	
Aircraft and Space Systems	5,026,750	3,965,376	3,668,466	4,325,289	3,859,214		21.3	18.6	16.9	18.0	16.9	
Ships	5,387,138	5,073,428	5,068,486	6,006,567	6,137,463		21.3	18.6	16.9	18.0	16.9	
Tank-Automotive	422,620	348,332	369,294	368,382	1,054,219		2.6	1.2	10.2	10.8	26.5	
Weapons	273,186	268,301	315,262	432,952	1,410,398		18.0	18.8	18.4	23.6	27.0	
Ammunition	320,346	435,989	413,183	682,534	701,172		12.0	13.4	11.6	16.9	18.0	
Electronics and Communications Equip.	3,299,100	3,788,284	3,213,001	3,555,852	3,379,879		23.2	26.6	21.1	19.2	18.7	
SERVICES	3,540,745	3,599,552	2,894,155	2,391,165	2,303,270		20.2	20.8	17.1	16.3	19.7	
ALL OTHER (SUBTOTAL)	1,145,158	1,001,680	1,001,808	979,649	930,219		3.4	3.1	2.9	3.3	3.3	
Subsistence	837	235	0	350	50		*	*	0.0	0.0	0.4	
Textiles, Clothing, and Equipage	4,709	11,097	8,381	6,491	3,229		0.8	1.7	0.6	0.9	0.4	
Fuels and Lubricants	4,075	3,896	2,957	2,817	2,535		0.1	0.1	0.1	0.1	0.1	
Miscellaneous Hard Goods	1,061,530	915,085	916,072	895,523	876,517		14.2	12.3	12.0	12.7	12.5	
Construction	0	75	1,615	83	715		0.0	0.6	0.6	0.7	0.6	
All Actions of \$25,000 or Less	74,007	71,490	72,783	74,385	48,603		0.6	0.6	0.6	0.7	0.6	
<b>TOTAL</b>	\$22,601,657	\$21,867,373	\$19,866,651	\$18,995,920	\$18,343,949		14.9	14.0	12.5	11.6	12.6	
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	166,028 167,745 22,267,884	150,594 200,888 21,516,931	118,810 181,611 19,566,230	132,146 124,636 18,739,138	509,159 47,400 17,787,390		1.9 2.1 16.6	1.7 2.3 15.5	1.2 2.0 14.0	1.1 1.4 13.1	5.0 0.6 13.9	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,747,010	2,709,218	2,616,458	2,462,973	2,122,599		79.2	77.5	77.7	78.7	78.3	
BUSINESS FIRMS TOTAL	19,520,874	18,806,873	16,949,772	16,276,165	15,664,791		14.9	13.9	12.4	11.7	12.5	
MAJOR HARP GOODS (SUBTOTAL)	17,087,446	16,622,598	15,179,229	14,600,815	14,381,018		19.9	17.9	15.4	14.9	15.7	
Aircraft and Space Systems	5,014,645	3,525,937	3,116,087	2,268,048	2,386,443		20.1	12.7	9.7	8.6	17.8	
Ships	6,822,793	6,928,393	5,405,202	6,129,666	6,439,307		34.6	35.0	30.5	32.8	38.6	
Tank-Automotive	194,114	195,818	170,801	130,344	1,054,612		4.9	4.0	6.6	6.5	7.0	
Weapons	485,791	580,352	710,535	612,291	552,749		4.9	27.7	30.8	2.5	2.5	
Ammunition	469,185	489,439	385,670	322,892	282,894		29.1	10.7	8.6	23.4	22.8	
Electronics and Communications Equip.	3,578,535	4,424,553	4,266,871	4,462,813	4,036,872		11.4	19.6	21.6	6.9	20.5	
SERVICES	1,786,477	1,566,433	1,334,153	1,245,151	998,725		14.9	14.2	12.8	13.6	11.8	
ALL OTHER (SUBTOTAL)	646,951	617,742	436,390	430,199	285,048		2.0	2.0	1.3	1.3	0.9	
Subsistence	357	109	0	0	0		*	*	0.0	0.0	0.0	
Textiles, Clothing, and Equipage	4,379	8,341	8,195	11,078	18,454		0.4	0.8	0.2	1.0	1.7	
Fuels and Lubricants	3,433	10,343	8,449	5,995	5,995		0.1	0.3	0.1	0.1	0.1	
Miscellaneous Hard Goods	593,785	555,105	375,886	360,900	209,175		7.7	9.2	6.8	6.6	4.2	
Construction	225	849	1,802	8,470	461		0.1	0.4	0.4	0.1	0.1	
All Actions of \$25,000 or Less	44,752	42,995	42,058	42,037	50,963		0.4	0.4	0.4	0.4	0.5	

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes foreign concerns with performance in U.S.  
 \* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 6.

Prepared By: Washington Headquarters Services  
 Directorate for Information  
 Operations and Reports

## AWARDS BY COMPETITION

### Awards by Extent of Competed

#### Procurement

As shown in Table 9, total DoD awards subject to competition during the first half of FY 1994 and the first half of FY 1993 totaled \$45.851 million and \$49.974 million, respectively. A breakout of these awards is as follows:

	FY 1994		FY 1993	
	Dollars	Percent	Dollars	Percent
Total	\$ 45.851	100.0%	\$ 49.974	100.0%
Competed 1/	29.952	65.3	32.967	66.0
Follow-on	4.531	9.9	4.129	8.3
Not Competed	11.368	24.8	12.878	25.8

Table 9 gives the total for both actions and dollars by reporting Component for each of these categories.

1/ See Glossary of Terms for definition.

Table 10 displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure where applicable. Full and open competition procedures accounted for 79.6 percent of the competed post-CICA awards during the first half of FY 1994 compared to 75.4 percent for the first half of FY 1993. Actions of \$25,000 or less accounted for 8.1 percent (7.8 percent last year), and other than full and open competition accounted for 12.3 percent (16.8 percent last year).

### Solicitation Procedures

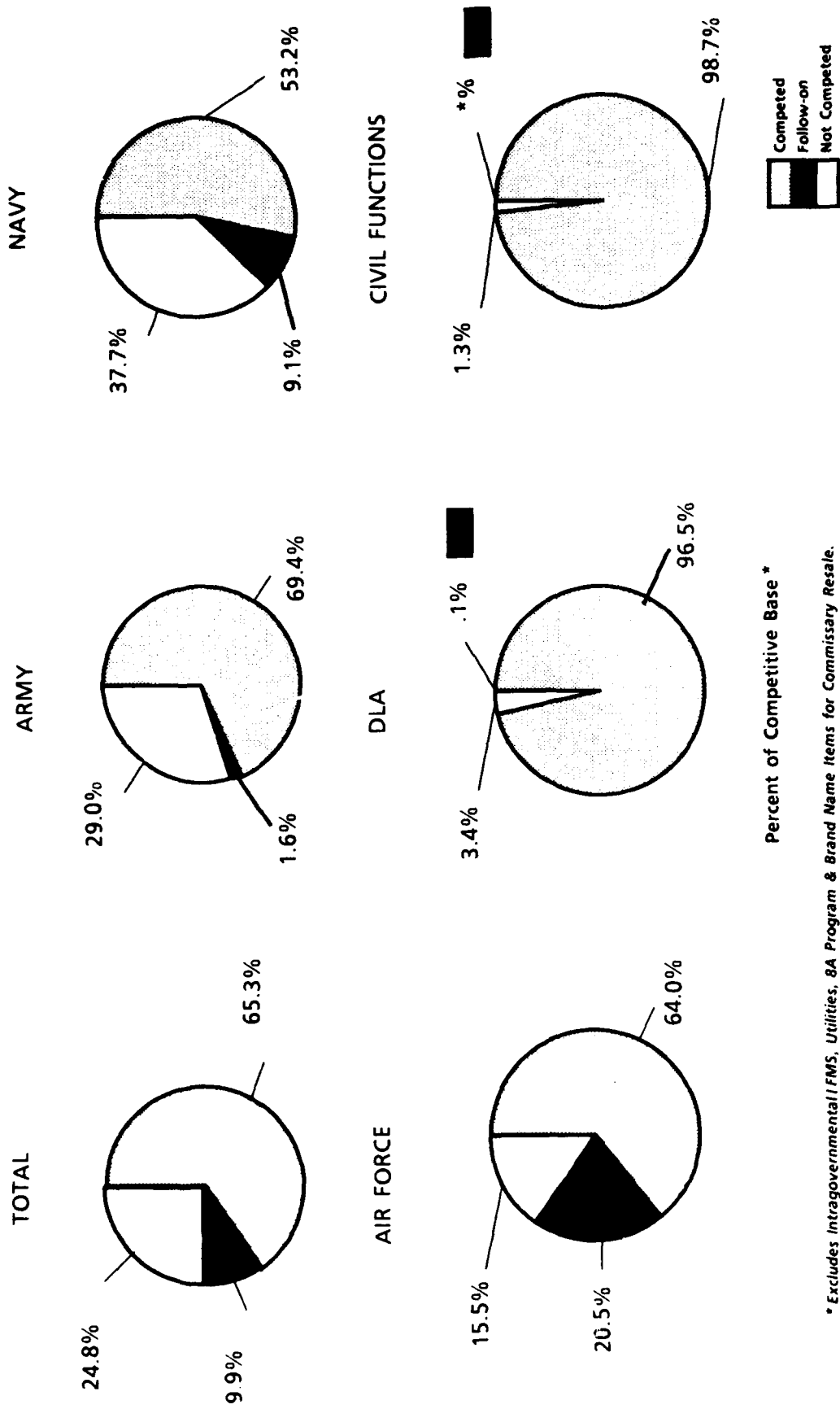
Tables 13 and 14 highlight the dollars and procurement actions, respectively, for each of the CICA solicitation procedures used by the DoD to procure supplies and services during the first half of FY 1994 and the first half of FY 1993. See the Federal Acquisition Regulation, Part 6, for a more descriptive definition of the solicitation procedures listed in these tables. Similar data are not collected on awards in support of the Foreign Military Sales (FMS) program and awards of \$25,000 or less.

As can be seen in Table 13, the total awards reported during the first half of FY 1994 amounted to \$53.6 billion, which was a \$7.6 billion decrease from the first half of FY 1993. Of the FY 1994 total, \$6.9 billion (12.8 percent) were for "Foreign Military Sales" and "Actions of \$25,000 or Less." Of the remaining \$46.7 billion, 84.9 percent were awarded pursuant to CICA procedures. The "Full & Open Competition" category accounted for \$23.5 billion, or 51.8 percent of the post-CICA awards. The "Other Than Full & Open Competition" category accounted for \$21.9 billion, or 48.2 percent of the post-CICA awards. Similar data are also depicted by DoD Component in this table.

Table 14 shows a total of 3,412,170 procurement actions during the first half of FY 1994, a sharp decrease from the 4,521,887 reported during the first half of FY 1993. Most of the decrease can be found in the Actions of \$25,000 or Less category which decreased by 1,065,769 or 24.4 percent from the first half of FY 1993. Distribution by kind of contracting action is also depicted.

Chart IV shows percent distribution of DoD awards by extent of competed procurement according to Defense Component for the first half of FY 1994.

**Chart IV**  
**Percent Distribution of DoD Awards by Extent of Competed Procurement,**  
**According to Defense Component: First Half Fiscal Year 1994**



\* Excludes Intragovernmental/FMS, Utilities, BA Program & Brand Name Items for Commissary Resale.

**TABLE 9**  
**DoD Prime Contract Awards by Extent of Competed Procurement,**  
**According to Defense Component: FY 1994 - FY 1993 <sup>A/</sup>**

NET VALUE (AMOUNTS IN THOUSANDS)

EXTENT OF COMPETED PROCUREMENT	TOTAL B/						ARMY						NAVY					
	Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
<b>TOTAL</b>	\$53,608,979		\$61,240,615		\$12,754,218		\$12,061,654		\$16,996,320		\$20,410,108		\$16,996,320		\$20,410,108		\$16,996,320	
INTRA-AGENCY/FMS C/	\$3,225,648		\$4,220,884		\$1,083,329		\$1,208,620		\$505,662		\$1,245,311		\$505,662		\$1,245,311		\$505,662	
TOTAL, EXCEPT INTRA/FMS	\$50,383,331		\$57,019,731		\$11,670,888		\$10,853,034		\$16,490,658		\$19,164,797		\$16,490,658		\$19,164,797		\$16,490,658	
EXCLUSIONS D/	\$4,532,740		\$7,046,094		\$983,093		\$1,019,795		\$1,503,498		\$2,131,038		\$1,503,498		\$2,131,038		\$1,503,498	
TOTAL, EXCEPT EXCLUSIONS	\$45,850,591	100.0	\$49,973,637	100.0	\$10,687,795	100.0	\$9,833,239	100.0	\$14,987,160	100.0	\$17,033,759	100.0	\$14,987,160	100.0	\$17,033,759	100.0	\$14,987,160	100.0
COMPETED E/	\$29,951,969	65.3	\$32,967,345	66.0	\$7,418,923	69.4	\$6,577,696	66.9	\$7,971,991	53.2	\$9,745,619	57.2	\$7,971,991	53.2	\$9,745,619	57.2	\$7,971,991	53.2
FOLLOW-ON	\$4,530,974	9.9	\$4,128,557	8.3	\$171,571	1.6	\$56,539	0.6	\$1,359,640	9.1	\$892,405	5.2	\$1,359,640	9.1	\$892,405	5.2	\$1,359,640	9.1
NOT COMPETED	\$11,367,648	24.8	\$12,877,735	25.8	\$3,097,301	29.0	\$3,199,003	32.5	\$5,655,528	37.7	\$6,395,735	37.5	\$5,655,528	37.7	\$6,395,735	37.5	\$5,655,528	37.7

EXTENT OF COMPETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
<b>TOTAL</b>	\$17,088,946		\$17,876,816		\$4,012,984		\$5,472,044		\$955,663		\$990,131		\$955,663		\$990,131		\$955,663	
INTRA-AGENCY/FMS C/	\$1,557,913		\$1,702,140		\$73,299		\$57,647		\$2,563		\$4,023		\$2,563		\$4,023		\$2,563	
TOTAL, EXCEPT INTRA/FMS	\$15,531,033		\$16,174,676		\$3,939,685		\$5,414,397		\$953,101		\$986,108		\$953,101		\$986,108		\$953,101	
EXCLUSIONS D/	\$1,142,675		\$1,097,997		\$532,529		\$751,448		\$76,234		\$46,605		\$76,234		\$46,605		\$76,234	
TOTAL, EXCEPT EXCLUSIONS	\$14,388,358	100.0	\$15,076,679	100.0	\$3,407,156	100.0	\$4,662,949	100.0	\$876,867	100.0	\$939,503	100.0	\$876,867	100.0	\$939,503	100.0	\$876,867	100.0
COMPETED E/	\$9,203,271	64.0	\$9,426,434	62.5	\$3,287,728	96.5	\$4,539,750	97.4	\$865,291	98.7	\$752,488	80.1	\$865,291	98.7	\$752,488	80.1	\$865,291	98.7
FOLLOW-ON	\$2,948,411	20.5	\$3,138,601	20.8	\$2,345	0.1	\$913	*	\$82	*	\$0	0.0	\$82	*	\$0	0.0	\$82	*
NOT COMPETED	\$2,236,676	15.5	\$2,511,643	16.7	\$117,083	3.4	\$122,286	2.6	\$11,495	1.3	\$187,015	19.9	\$11,495	1.3	\$187,015	19.9	\$11,495	1.3

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes other Defense Agency awards not included elsewhere in this table.  
 C/ Includes pre-CICA GSA schedule awards and actions with other Federal Agencies.  
 D/ Includes awards for utilities, the 8(a) program, and brand name items for commissary resale, and actions with another Federal Agency.  
 E/ Includes Federal Schedule awards.  
 \* Less than 0.05 percent.

**TABLE 9 (concluded)**  
**DoD Prime Contract Awards by Extent of Competed Procurement,**  
**According to Defense Component: FY 1994 - FY 1993** <sup>A/</sup>

**NUMBER OF PROCUREMENT ACTIONS**

EXTENT OF COMPETED PROCUREMENT	TOTAL B/						ARMY						NAVY					
	Oct 93-Mar 94			Oct 92-Mar 93			Oct 93-Mar 94			Oct 92-Mar 93			Oct 93-Mar 94			Oct 92-Mar 93		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
<b>TOTAL</b>	3,412,170			4,521,887			840,887			796,617			775,872			911,326		
INTRA-AGENCY/FMS C/	30,451			68,328			4,794			43,464			4,802			5,175		
TOTAL, EXCEPT INTRA/FMS	3,381,719			4,453,559			836,093			753,153			771,070			906,151		
EXCLUSIONS D/	1,564,738			2,444,771			441,788			375,789			442,063			499,277		
TOTAL, EXCEPT EXCLUSIONS	1,816,981	100.0		2,008,788	100.0		394,305	100.0		377,364	100.0		329,007	100.0		406,874	100.0	
COMPETED E/	1,661,629	91.4		1,826,622	90.9		363,287	92.1		341,347	90.5		266,889	81.1		326,711	80.3	
FOLLOW-ON	1,268	0.1		1,448	0.1		53	*		41	*		155	*		230	0.1	
NOT COMPETED	154,084	8.5		180,718	9.0		30,965	7.9		35,976	9.5		61,963	18.8		79,933	19.6	

EXTENT OF COMPETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 93-Mar 94			Oct 92-Mar 93			Oct 93-Mar 94			Oct 92-Mar 93			Oct 93-Mar 94			Oct 92-Mar 93		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
<b>TOTAL</b>	1,034,785			1,031,633			564,947			552,265			179,113			148,725		
INTRA-AGENCY/FMS C/	3,161			3,199			16,867			15,907			803			520		
TOTAL, EXCEPT INTRA/FMS	1,031,724			1,028,434			548,080			536,358			178,310			148,205		
EXCLUSIONS D/	208,831			130,690			366,649			363,782			102,403			89,398		
TOTAL, EXCEPT EXCLUSIONS	822,743	100.0		897,744	100.0		181,431	100.0		172,576	100.0		75,907	100.0		58,807	100.0	
COMPETED E/	801,777	97.5		874,394	97.4		171,740	94.7		160,531	93.0		49,884	65.7		40,239	68.4	
FOLLOW-ON	998	0.1		1,154	0.1		17	*		10	*		1	*		0	0.0	
NOT COMPETED	19,975	2.4		22,196	2.5		9,674	5.3		12,035	7.0		26,022	34.3		18,568	31.6	

Note. Refer to first page of this table for footnotes.

**TABLE 10**  
**DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Extent of Competed Procurement: FY 1994 - FY 1993 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL AMOUNT		EXCLUSIONS <sup>B/</sup>		ADJUSTED TOTAL	
	Oct 93-Mar 94	Oct 92-Mar 93	Oct 93-Mar 94	Oct 92-Mar 93	Oct 93-Mar 94	Oct 92-Mar 93
	Amount	Amount	Amount	Amount	Amount	Amount
TOTAL	\$53,608,979	\$61,240,615	\$7,758,388	\$11,266,978	\$45,850,591	\$49,973,637
INTRA-AGENCY/FWS <sup>C/</sup>	3,225,648	4,220,884	3,225,648	4,220,884	0	0
TOTAL PRE-CICA AWARDS	1,248,799	1,339,609	272,469	232,700	976,330	1,106,908
TOTAL POST-CICA AWARDS	49,134,532	55,680,122	4,260,271	6,813,394	44,874,261	48,866,728
Actions of \$25,000 or less	3,637,614	5,374,076	937,122	2,508,011	2,700,492	2,866,065
Full & Open Competition <sup>D/</sup>	23,548,218	24,343,984	0	0	23,548,218	24,343,984
Sealed Bids	2,290,199	2,332,771	0	0	2,290,199	2,332,771
Competitive Proposal	17,004,852	17,627,349	0	0	17,004,852	17,627,349
Combination	112,636	135,329	0	0	112,636	135,329
Architect-Engineer	608,606	377,643	0	0	608,606	377,643
Basic Research	367,125	448,996	0	0	367,125	448,996
Multiple Award Schedule	376,369	284,225	0	0	376,369	284,225
Alternate Source -	276,007	449,094	0	0	276,007	449,094
Reduced Cost	0	16,248	0	0	0	16,248
Mobilization	268,549	423,448	0	0	268,549	423,448
Eng/R&D Capability	7,458	9,398	0	0	7,458	9,398
Set Aside	2,512,424	2,688,577	0	0	2,512,424	2,688,577
O/T Full & Open Competition	21,945,103	25,958,171	3,322,735	4,302,897	18,622,368	21,655,274
Only One Source	16,238,515	18,269,275	969,717	1,484,786	15,268,799	16,784,488
Unique Source	7,678,160	9,602,664	588,612	1,138,547	7,079,548	8,464,117
Follow-on	2,464,792	2,781,877	37,937	11,920	2,426,855	2,769,956
Unsolicted Res Prop	33,890	37,417	860	529	33,030	36,888
Patent/Data Rights	97,064	126,397	1,973	1,481	95,092	124,916
Utilities	141,108	151,010	141,108	145,889	0	5,321
Standardization	1,548	295	338	0	1,210	295
Other	5,821,953	5,569,616	188,888	186,620	5,633,065	5,382,996
Urgency	1,017,100	1,120,203	32,077	63,549	985,024	1,056,654
Mobilization	1,197,698	3,084,427	56,685	159,434	1,254,384	2,904,992
Essential R&D Capability	1,006,152	829,613	604,836	618,979	401,316	210,634
International Agreement	186,677	157,611	186,677	157,611	0	0
Authorized by Statute <sup>E/</sup>	1,106,785	1,139,939	1,104,577	1,139,939	2,209	0
Authorized Resale	472,145	659,076	472,145	659,076	0	0
National Security	719,722	716,835	9,240	18,693	710,482	698,143
Public Interest	307	1,193	152	829	156	364
Otherwise Auth by Statute	3,597	3,892	415	2,486	3,182	1,406

A/ For definitions and coverage, see notes on coverage.  
B/ Includes awards for utilities, the 8(a) Program, and brand name items for commissary resale.  
C/ Includes awards for utilities, the 8(a) Program, and brand name items for commissary resale.  
D/ Includes Pre-CICA GSA Schedules and actions with other Federal Agencies.  
E/ Includes Federal Schedule awards.  
F/ Includes Post-CICA 8(a) program.

**TABLE 10 (Concluded)**  
**DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Extent of Competed Procurement: FY 1994 - FY 1993 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	ADJUSTED TOTAL		COMPLETED				FOLLOW ON				NOT COMPLETED			
	Oct 93-Mar 94	Oct 92-Mar 93	Amount	Amount	Oct 93-Mar 94	Oct 92-Mar 93	Amount	Amount	Oct 93-Mar 94	Oct 92-Mar 93	Amount	Amount	Oct 93-Mar 94	Oct 92-Mar 93
				%		%		%		%		%		%
TOTAL	\$45,850,591	\$49,973,637	\$29,951,969		\$32,367,345		\$4,530,974		\$11,367,648		\$12,877,735			
INTRA-AGENCY/FMS C/	0	0	0		0		0		0		0			
TOTAL PRE-CICA AWARDS	976,330	1,106,908	370,588		676,363		506,339		99,403		60,377			
TOTAL POST-CICA AWARDS	44,874,261	48,866,728	29,581,380	100.0	32,290,982	100.0	4,024,636	100.0	11,268,245	100.0	12,817,359	100.0		
Actions of \$25,000 or less	2,700,492	2,866,065	2,382,553	8.1	2,508,842	7.8	0	0.0	317,839	2.8	357,223	2.8		
Full & Open Competition D/	23,548,218	24,343,984	23,548,218	79.6	24,343,984	75.4	0	0.0	0	0.0	0	0.0		
Sealed Bids Proposal	2,630,899	2,332,741	2,290,199	7.2	2,332,741	7.2	0	0.0	0	0.0	0	0.0		
Competitive Proposal	17,002,852	17,656,329	17,002,852	57.5	17,656,329	54.6	0	0.0	0	0.0	0	0.0		
Competitive Engineer	408,866	377,643	377,643	0.9	377,643	1.2	0	0.0	0	0.0	0	0.0		
Basic Research	367,135	448,996	367,135	1.2	448,996	1.4	0	0.0	0	0.0	0	0.0		
Multiple Award Schedule	376,359	284,225	376,359	1.3	284,225	0.9	0	0.0	0	0.0	0	0.0		
Alternate Source -	276,007	449,094	276,007	0.9	449,094	1.4	0	0.0	0	0.0	0	0.0		
Reduced Cost	0	16,248	0	0.0	16,248	0.1	0	0.0	0	0.0	0	0.0		
Mobilization	268,549	423,448	268,549	0.9	423,448	1.3	0	0.0	0	0.0	0	0.0		
Eng/R&D Capability	7,458	9,398	7,458	*	9,398	*	0	0.0	0	0.0	0	0.0		
Set Aside	2,512,424	2,688,577	2,512,424	8.5	2,688,577	8.3	0	0.0	0	0.0	0	0.0		
O/T Full & Open Competition	18,622,368	21,655,274	3,649,952	12.3	5,436,883	16.8	4,024,636	100.0	10,947,781	97.2	12,460,003	97.2		
Only One Source	15,268,799	16,784,488	2,529,295	8.6	2,529,316	7.8	3,648,162	90.6	9,091,342	80.7	10,610,067	82.8		
Unique Source	7,079,548	8,464,117	192,773	0.7	735,905	2.3	1,183,818	29.4	5,702,957	50.6	6,828,724	53.3		
Follow-on	2,426,855	2,769,956	58,252	0.2	96,943	0.3	1,955,046	48.6	413,557	3.7	317,711	2.5		
Unsolicited Res Prop	33,030	36,888	440	*	900	*	0	0.0	32,591	0.3	35,588	0.3		
Patent/Data Rights	95,092	124,916	735	0.0	5,330	*	69,640	1.7	24,716	0.2	56,377	0.4		
Utilities	0	5,321	0	0.0	5,321	*	0	0.0	0	0.0	0	0.0		
Standardization	1,210	1,210	1,210	*	42	*	0	0.0	0	0.0	252	*		
Other	5,633,065	5,382,996	2,275,884	7.7	1,678,874	5.2	439,658	10.9	2,917,522	25.9	3,271,315	26.3		
Urgency	985,024	1,056,654	249,955	0.8	416,593	1.3	326,184	8.1	408,885	3.6	605,591	4.7		
Mobilization	1,254,384	2,904,992	757,992	2.6	2,412,334	7.5	43,253	1.1	453,139	4.0	426,880	3.3		
Essential R&D Capability	401,316	210,634	2,898	*	5,364	*	240	*	398,178	3.5	204,670	1.6		
International Agreement	0	0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0		
Authorized by Statute E/	2,209	0	940	*	0	0.0	0	0.0	1,268	*	0	0.0		
Authorized Resale	0	0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0		
National Security	710,482	698,143	108,872	0.4	75,372	0.2	6,797	0.2	594,813	5.3	616,335	4.8		
Public Interest	156	364	0	0.0	3,904	*	0	0.0	156	*	3,540-	*		
Otherwise Auth by Statute	3,182	1,406	657	*	1,274	*	0	0.0	2,525	*	132	*		

\* Less than 0.05 percent.  
 NOTE: Refer to first page of this table for footnotes.

**TABLE 13**  
**Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Defense Component: FY 1994 - FY 1993** <sup>A/</sup>  
 (AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL DoD B/			ARMY			NAVY		
	Oct 93-Mar 94		%	Oct 93-Mar 93		%	Oct 93-Mar 94		%
	\$ Amount	%		\$ Amount	%		\$ Amount	%	
TOTAL	53,608,979	100.0		12,754,218	100.0		15,996,320	100.0	
INTERAGENCY/FMS C/	3,225,648	6.0		1,083,329	8.5		505,662	3.0	
Actions of \$25,000 or Less	3,637,614	6.8		839,309	6.6		990,801	5.8	
Actions(Except FMS)Over \$25,000	46,745,717	87.2		10,830,979	84.9		15,499,857	91.2	
PRE-CICA Actions	1,248,799	2.3		1,339,609	2.2		2,730	*	
POST-CICA Actions	45,496,918	84.9		10,710,493	84.0		15,497,127	91.2	
Full & Open Competition D/	23,548,218	51.8		6,187,479	57.8		7,001,855	45.2	
Sealed Bids	2,290,199	5.0		881,045	8.2		543,832	3.5	
Competitive Proposal	17,004,852	37.4		4,241,299	39.6		4,909,306	31.7	
Combination	112,636	0.2		135,329	0.1		49,820	0.3	
Architect-Engineer	608,606	1.3		163,282	1.5		359,859	2.3	
Basic Research	367,125	0.8		58,504	0.5		76,278	0.5	
Multiple Award Schedule	376,369	0.8		71,368	0.7		169,482	1.1	
Alternate Source -	276,007	0.6		1,339	*		268,365	1.7	
Reduced Cost	0	0.0		0	0.0		0	0.0	
Mobilization	268,549	0.6		185	*		268,365	1.7	
Eng/R&D Capability	7,458	*		1,155	*		0	0.0	
Set Aside	2,512,424	5.5		752,955	7.0		824,912	4.0	
O/T Full & Open Competition	21,945,103	48.2		4,533,014	42.2		8,495,272	54.8	
Only One Source	16,238,515	35.7		3,035,516	28.2		7,284,745	46.9	
Unique Source	7,678,160	16.9		1,112,464	10.4		5,692,080	36.7	
Follow-on	2,464,782	5.4		214,589	2.0		370,299	2.4	
Unsolicited Res Prop	33,890	0.1		3,396	0.1		19,387	0.1	
Patent/Data Rights	97,064	0.2		8,345	0.1		5,909	0.1	
Utilities	141,108	0.3		110,914	1.0		277	*	
Standardization	1,548	*		1,210	*		34,761	0.2	
Other	5,821,953	12.8		1,574,989	14.7		1,176,576	7.6	
Urgency	1,017,100	2.2		242,642	2.3		238,050	1.5	
Mobilization	1,197,698	2.6		517,117	4.8		165,048	1.1	
Essential R&D Capability	1,006,152	2.2		179,538	1.7		348,571	2.2	
International Agreement	186,677	0.4		76,538	0.7		104,078	0.7	
Authorized by Statute E/	1,106,785	2.4		375,826	3.5		367,296	2.4	
Authorized Resale	472,145	1.0		81	*		27	*	
National Security	719,722	1.6		105,755	1.0		7,188	*	
Public Interest	307	*		0	0.0		265	*	
Otherwise Auth by Statute	3,597	*		0	0.0		0	0.0	

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes Other Defense Agency awards not included elsewhere in this table.  
 C/ Includes Pre-CICA GSA schedules and actions with another Federal agency.  
 D/ Includes post-CICA GSA schedule awards.  
 E/ Includes post-CICA 8(a) program.  
 \* Less than 0.05 percent.

Prepared By: Washington Headquarters Services  
 Directorate for Information  
 Operations and Reports

**TABLE 13 (concluded)**  
**Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Defense Component: FY 1994 - FY 1993<sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 93-Mar 94			Oct 92-Mar 93			Oct 93-Mar 94			Oct 92-Mar 93			Oct 93-Mar 94			Oct 92-Mar 93		
	\$ Amount	%	%	\$ Amount	%	%	\$ Amount	%	%	\$ Amount	%	%	\$ Amount	%	%	\$ Amount	%	%
TOTAL	17,088,946	100.0		17,876,816	100.0		4,012,984	100.0		5,472,044	100.0		955,663	100.0		980,131	100.0	
INTERAGENCY/FMS C/	1,557,913	9.1		1,702,140	9.5		73,299	1.8		57,647	1.1		2,563	0.3		4,023	0.4	
Actions of \$25,000 or Less	888,020	5.2		786,297	4.4		751,000	18.7		801,681	14.7		129,840	13.6		92,150	9.3	
Actions/Except FMS/Over \$25,000	14,643,013	85.7		15,388,379	86.1		3,188,685	79.5		4,612,716	84.3		823,261	86.1		893,958	90.3	
PRE-CICA Actions	1,125,630	6.6		1,248,639	7.0		0	0.0		0	0.0		51	*		396	*	
POST-CICA Actions	13,517,384	79.1	100.0	14,139,740	79.1	100.0	3,188,685	79.5	100.0	4,612,716	84.3	100.0	823,210	86.1	100.0	893,562	90.2	100.0
Full & Open Competition D/	5,742,167	42.5		6,251,988	44.2		2,692,827	84.4		3,749,737	81.3		747,531	90.8		611,586	68.4	
Sealed Bids	312,189	2.3		373,466	2.6		48,879	1.5		286,944	6.2		496,666	60.3		420,927	47.1	
Competitive Proposal	4,428,221	32.8		4,918,516	34.8		2,268,149	71.1		2,788,980	60.5		20,528	2.5		83,664	9.4	
Combination	28,343	0.2		31,435	0.2		238	0.0		406	*		25,738	3.1		7,262	0.8	
Architect-Engineer	34,381	0.3		35,187	0.2		0	0.0		0	0.0		51,017	6.2		34,284	3.8	
Basic Research	181,436	1.3		205,624	1.5		0	0.0		1,215	*		0	0.0		0	0.0	
Multiple Award Schedule	122,034	0.9		119,802	0.8		4,773	0.1		7,083	0.2		4,356	0.5		9,312	1.0	
Alternate Source -	50	*		0	0.0		0	0.0		0	0.0		0	0.0		0	0.0	
Reduced Cost	0	0.0		0	0.0		0	0.0		0	0.0		0	0.0		0	0.0	
Mobilization	0	0.0		0	0.0		0	0.0		0	0.0		0	0.0		0	0.0	
Eng/R&D Capability	50	*		0	0.0		0	0.0		0	0.0		0	0.0		0	0.0	
Set Aside	635,513	4.7		567,959	4.0		370,787	11.6		665,109	14.4		78,893	9.6		56,137	6.3	
O/T Full & Open Competition	7,771,620	57.5		7,883,860	55.8		495,858	15.6		862,978	18.7		75,679	9.2		281,976	31.6	
Only One Source	5,554,778	41.1		5,930,288	41.9		123,924	3.9		115,497	2.5		11,107	1.3		3,512	0.4	
Unique Source	676,576	5.0		1,231,389	8.7		46,577	1.5		45,357	1.0		7,619	0.9		1,063	0.1	
Follow-on	1,836,404	13.6		2,394,768	16.9		79	0.0		99	*		82	*		0	0.0	
Unsolicited Res Prop	2,121	0.0		3,320	0.0		0	0.0		0	0.0		0	0.0		0	0.0	
Patent/Data Rights	72,810	0.5		70,616	0.5		1,591	0.0		1,482	*		266	0.0		553	0.1	
Utilities	28,952	0.2		30,252	0.2		0	0.0		0	0.0		0	0.0		157	*	
Standardization	118	*		217	*		0	0.0		0	0.0		0	0.0		0	0.0	
Other	2,937,757	21.7		2,199,727	15.6		75,677	2.4		66,872	1.4		3,140	0.4		1,639	0.2	
Urgency	404,264	3.0		137,206	1.0		81,950	2.6		259,884	5.6		25,705	3.1		259,190	29.0	
Mobilization	493,609	3.7		452,896	3.2		21,924	0.7		142,979	3.1		0	0.0		0	0.0	
Essential R&D Capability	476,199	3.5		470,954	3.3		628	*		2,245	*		0	0.0		0	0.0	
International Agreement	6,069	*		20,073	0.1		8	*		585	*		0	0.0		0	0.0	
Authorized by Statute E/	238,878	1.8		236,661	1.7		19,274	0.6		41,516	0.9		38,867	4.7		19,274	2.2	
Authorized Resale	515	*		2,127	*		248,125	7.8		300,231	6.5		0	0.0		0	0.0	
National Security	597,307	4.4		632,977	4.5		0	0.0		0	0.0		0	0.0		0	0.0	
Public Interest	0	0.0		678	*		42	*		42	*		0	0.0		0	0.0	
Otherwise Auth by Statute	3,597	*		3,892	*		0	0.0		0	0.0		0	0.0		0	0.0	

NOTE: Refer to first page of this table for footnotes.

**TABLE 14**  
**Actions and Percent of DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Kind of Contracting Action: FY 1994 - FY 1993** <sup>A/</sup>

SOLICITATION PROCEDURE	TOTAL				NEW WORK				DELIVERY ORDERS				MODIFICATIONS			
	Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93		Oct 93-Mar 94		Oct 92-Mar 93	
	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%
TOTAL	3412170	100.0	4521887	100.0	0		0		0		0		0		0	
INTERAGENCY/FMS B/	30451	0.9	58328	1.5	808		895		968		890		605		575	
Actions of \$25,000 or Less	3301250	96.7	4367019	96.6	0		0		0		0		0		0	
Actions(Except FMS)Over \$25,000	80469	2.4	86540	1.9	22589		24811		34600		38205		23280		23524	
PRE-CICA Actions	1270	*	1557	*	91		153		876		947		303		457	
POST-CICA Actions	79199	2.3	84983	1.9	22498		24658		33724		37258		22977		23067	
Full & Open Competition C/	53012	66.9	54367	64.0	15113		16243		21589		21772		16310		16352	
Sealed Bids	6572	8.3	6073	7.1	2942		2944		1423		1169		2207		1960	
Competitive Proposal	27856	35.2	29974	35.3	7274		8012		11768		12830		8814		9132	
Combination	189	0.2	251	0.3	60		77		42		50		87		124	
Architect-Engineer	2972	3.8	2057	2.4	522		452		1583		1009		867		606	
Basic Research	1245	1.6	1471	1.7	252		258		105		3347		987		1209	
Multiple Award Schedule	3547	4.5	3380	4.0	7		18		3529		9.0		11		15	
Alternate Source -	221	0.3	304	0.4	15		22		7		76		199		206	
Reduced Cost	0	0.0	2	0.0	0		1		0		0		0		0	
Mobilization	216	0.3	287	0.3	15		13		7		74		194		200	
Eng/R&D Capability	5	*	15	*	0		8		0		2		5		5	
Set Aside	10410	13.1	10847	12.8	4041		4460		3231		3287		3138		3100	
O/T Full & Open Competition	26176	33.1	30594	36.0	7380		8409		12131		15472		5655		6713	
Only One Source	12175	15.4	13518	15.9	4084		4761		4606		5112		3482		3644	
Follow Source	16014	7.6	16957	18.2	1951		2505		2456		2154		1593		1744	
Unsolicted Res Prop	626	0.8	573	0.7	181		161		73		85		385		327	
Patent/Data Rights	77	0.1	87	0.1	24		21		0		0		53		65	
Utilities	304	0.4	377	0.4	78		98		167		215		59		64	
Standardization	614	0.8	530	0.7	45		37		542		555		27		38	
Other	4537	5.7	4888	5.8	1818		1935		1357		1503		1362		1450	
Urgency	2236	2.8	2691	3.2	1393		1737		409		468		434		486	
Mobilization	1363	1.7	1247	1.5	87		131		652		537		624		579	
Essential R&D Capability	151	0.2	145	0.2	20		8		18		28		113		109	
International Agreement	189	0.2	125	0.1	32		30		85		37		72		58	
Authorized by Statute D/	4441	5.6	4256	5.0	1569		1421		1464		1417		1408		1418	
Authorized Resale	4798	6.1	7769	9.1	6		16		4721		7733		71		20	
National Security	820	1.0	826	1.0	187		302		176		129		457		395	
Public Interest	3	*	17	*	2		3		0		10		1		4	
Otherwise Auth by Statute	11	*	22	*	5		6		4		14		2		2	

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes CICA USA Schedules and actions with another Federal Agency.  
 C/ Includes Federal Schedules and actions with another Federal Agency.  
 D/ Includes Post-CICA 8(a) program.  
 \* less than 0.05 percent.

## AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 16 shows the net value and percent distribution of DoD prime contract awards over \$25,000 for the first half of FY 1994 and the first half of FY 1993. Data are shown by type of contract pricing provision, according to Defense Component. Table 17 provides annual data for FY 1984 through FY 1993.

During the first half of FY 1994, awards over \$25,000 (excluding intragovernmental awards) totaled \$46,329 million, of which \$27,201 million, or 58.7 percent, were awarded under fixed price procedures and \$17,481 million, or 37.7 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$1,646 million, or 3.6 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 15.6 percent of the total contract awards over \$25,000 during the first half of FY 1994. The use of incentive contracts (both fixed price and cost-type combined) increased from 15.8 percent of total contract dollars in the first half of FY 1993 to

18.0 percent during the first half of FY 1994. The use of firm fixed-price contracts decreased from 44.0 percent to 41.3 percent during the same time period.

The total of 75,835 contract actions over \$25,000 for the first half of FY 1994 (see Table 16) includes 22,589 original contract actions and modifications calling for additional work and 53,246 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 9.0 percent and actions representing delivery orders and modifications, pursuant to the terms of the original contract, decreased by 6.8 percent.

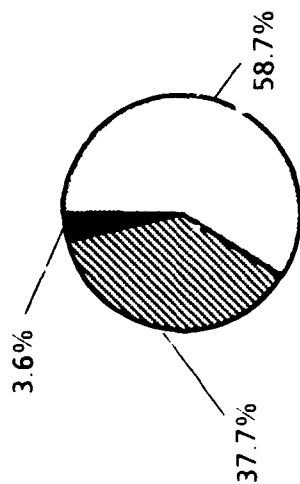
Chart V shows percent distribution of DoD Prime Contract Awards by contract pricing provision, according to Defense Component, for the first half of FY 1994. When compared to the first half FY 1993 percentages, the first half FY 1994 percentage for fixed price type contracts decreased by 4.9 percent; cost reimbursement type contracts increased by 4.4; and the other type contracts increased by 0.5.

# Chart V

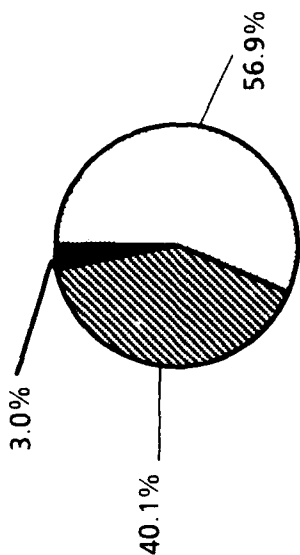
## Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision, According to Defense Component: First Half Fiscal Year 1994

Percent of Total Procurement \*

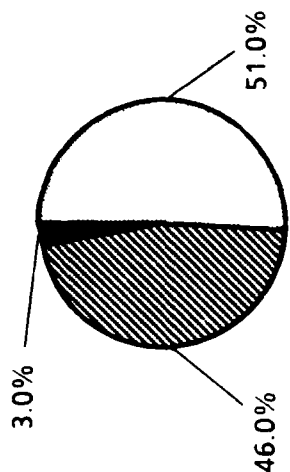
TOTAL



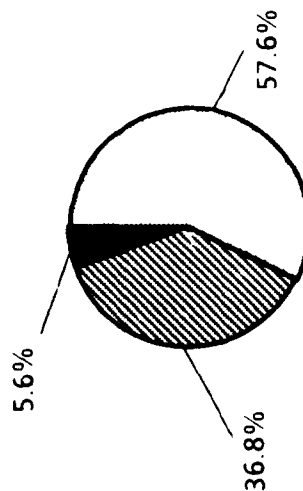
ARMY



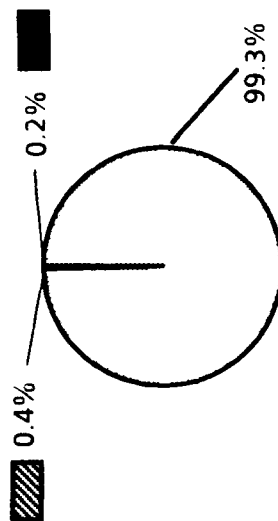
NAVY



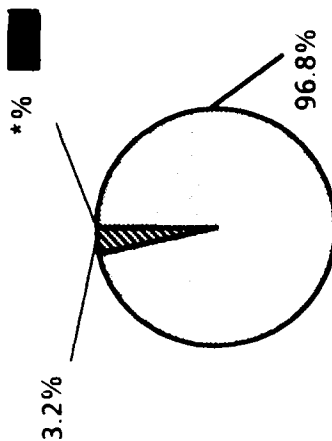
AIR FORCE



DLA \*\*



Civil Functions



Fixed Price Type  
Cost Reimbursement Type  
Other Types

\* Intragovernmental actions and actions \$25,000 or less are excluded.  
\*\* Amounts of less than 0.05% are not shown.

**TABLE 16**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component, FY 1994 - FY 1993**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 93 - MAR 94		OCT 92 - MAR 93		OCT 93 - MAR 94		OCT 92 - MAR 93		OCT 93 - MAR 94		OCT 92 - MAR 93	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$53,608,979		\$61,240,615		\$12,754,218		\$12,061,654		\$16,996,320		\$20,410,108	
INTERAGENCY FIRMS	4,040,914		4,986,616		1,279,061		1,407,636		817,442		1,507,343	
CONTRACTS \$25,000 OR LESS	3,239,405		4,939,464		728,147		660,302		874,161		1,020,339	
CONTRACTS OVER \$25,000	46,318,660	100.0	51,314,534	100.0	10,747,010	100.0	9,993,716	100.0	15,304,247	100.0	17,882,426	100.0
FIXED PRICE TYPE	27,201,057	58.7	32,626,753	63.6	6,119,197	56.9	5,253,467	52.6	7,810,995	51.0	10,905,561	61.0
FIXED PRICE TYPE - FIRM	19,122,136	41.3	22,579,520	44.0	5,424,675	50.5	4,431,960	44.3	5,753,378	37.6	7,875,998	44.0
RECEIPT/REIMBURSEMENT	273,435	0.5	144,931	0.3	26,767	0.2	20,420	0.2	12,306	0.1	19,262	0.1
INCENTIVE	4,242,051	7.9	5,162,303	10.1	57,698	0.5	120,321	1.2	1,730,354	11.3	2,704,076	15.1
ECONOMIC PRICE ADJUSTMENT	3,563,429	7.7	4,739,999	9.2	610,657	5.7	650,766	6.5	314,957	2.1	306,226	1.7
COST REIMBURSEMENT TYPE	17,481,423	37.7	17,112,742	33.3	4,305,952	40.1	4,423,707	44.3	7,038,790	46.0	6,514,834	36.4
TIME AND MATERIALS	1,646,181	3.6	1,575,040	3.1	321,861	3.0	316,541	3.2	454,482	3.0	462,030	2.6
TIME AND MATERIALS - FIRM	1,049,471	2.9	1,002,600	2.7	264,916	2.8	305,723	3.1	414,953	2.7	407,862	2.3
TIME AND MATERIALS - REIMBURSEMENT	1,316,708	0.7	1,722,440	0.3	21,945	0.2	10,808	0.1	29,499	0.3	54,078	0.3
TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 93 - MAR 94		OCT 92 - MAR 93		OCT 93 - MAR 94		OCT 92 - MAR 93		OCT 93 - MAR 94		OCT 92 - MAR 93	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$11,088,946		\$17,876,816		\$4,012,984		\$5,472,044		\$955,667		\$990,131	
INTERAGENCY FIRMS	1,810,692		1,931,647		92,715		81,350		20,244		18,475	
CONTRACTS \$25,000 OR LESS	1,440,074		1,647,597		739,302		787,743		118,175		83,329	
CONTRACTS OVER \$25,000	14,528,179	100.0	15,276,576	100.0	3,180,968	100.0	4,594,952	100.0	817,250	100.0	888,367	100.0
FIXED PRICE TYPE	8,311,456	43.6	9,521,978	62.4	3,160,157	99.3	4,170,874	99.6	741,096	96.8	674,111	78.1
FIXED PRICE TYPE - FIRM	5,368,225	26.4	6,071,063	45.3	476,617	30.7	1,529,593	43.3	790,124	96.7	674,111	77.9
RECEIPT/REIMBURSEMENT	233,114	1.0	1,455,455	8.1	0	0.0	347	0.0	474	0.1	474	0.2
INCENTIVE	2,453,514	16.3	2,334,592	14.9	0	0.0	57	0.0	300	0.0	400	0.1
ECONOMIC PRICE ADJUSTMENT	339,503	2.1	426,277	2.1	2,183,413	68.6	3,056,677	66.3	408	0.0	623	0.1
COST REIMBURSEMENT TYPE	5,340,822	26.2	4,470,051	32.5	13,890	0.4	13,823	0.3	26,041	3.2	194,197	21.9
TIME AND MATERIALS	444,509	2.4	4,579,471	35.5	4,220	0.1	4,220	0.1	3,292	0.4	2,890	0.3
TIME AND MATERIALS - FIRM	1,733,509	10.4	1,507,045	8.8	9,660	0.3	7,381	0.2	3,917	0.5	184,328	20.3
TIME AND MATERIALS - REIMBURSEMENT	1,710,000	10.4	3,072,426	26.7	0	0.0	0	0.0	0	0.0	0	0.0
TIME AND MATERIALS - INCENTIVE	3,115,546	11.9	2,998,527	15.6	0	0.0	0	0.0	18,923	2.3	7,590	0.9
TIME AND MATERIALS - REIMBURSEMENT	54,110	0.5	774,548	5.1	6,931	0.2	5,454	0.1	112	0.0	0	0.0
TIME AND MATERIALS - INCENTIVE	549,381	3.3	6,711,948	44.4	6,619	0.2	5,354	0.1	112	0.0	0	0.0
TIME AND MATERIALS - REIMBURSEMENT	54,110	0.5	103,254	0.7	0	0.0	0	0.0	0	0.0	0	0.0

1. This table is prepared by the Defense Logistics Agency, Information Systems Division, based on data from the Defense Contract Management Agency, Contract Pricing Division, and the Defense Contract Administration Agency, Contract Pricing Division.

2. The data for this table are based on the Defense Contract Management Agency, Contract Pricing Division, and the Defense Contract Administration Agency, Contract Pricing Division.

**TABLE 16 (continued)**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component: FY 1994** <sup>R/</sup>

**NUMBER OF PROCUREMENT ACTIONS**

TYPE OF CONTRACT PRICING PROVISION	TOTAL R/				ARMY				NAVY			
	OCT 93 - MAR 94		MAR 94 - OCT 93		OCT 93 - MAR 94		MAR 94 - OCT 93		OCT 93 - MAR 94		MAR 94 - OCT 93	
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	3,412,170				840,887				775,872			
INTERAGENCY/FMS	244,829				67,066				61,341			
ACTIONS \$25,000 OR LESS	3,053,371				726,034				690,028			
ACTIONS OVER \$25,000	75,835	100.0	22,589	53,246	18,341	100.0	5,928	12,413	24,351	100.0	7,252	17,099
FIXED PRICE TYPE	54,454	71.8	19,139	35,315	13,236	72.2	4,978	8,258	14,202	58.3	5,736	8,466
FIRM	50,747	66.9	18,396	32,351	12,863	70.1	4,927	7,936	13,333	54.8	5,643	7,690
REDETERMINABLE	105	0.1	32	73	12	0.2	12	20	17	0.1	8	9
INCENTIVE	1,210	1.6	180	1,030	24	0.1	6	18	714	2.9	71	643
ECONOMIC PRICE ADJUSTMENT	2,392	3.2	531	1,861	317	1.7	33	284	138	0.6	14	124
COST REIMBURSEMENT TYPE	16,201	21.4	2,769	13,432	3,718	20.3	840	2,878	8,023	32.9	1,119	6,904
NO FEE	1,293	1.7	225	1,068	420	2.3	87	333	151	0.6	51	100
FIXED FEE	11,433	15.1	1,592	9,841	2,222	12.1	533	1,689	6,525	26.8	959	5,566
INCENTIVE FEE	467	0.6	71	396	274	1.5	31	243	107	0.4	17	90
AWARD FEE	3,008	4.0	481	2,527	802	4.4	189	613	1,240	5.1	92	1,148
OTHER TYPES	5,180	6.8	681	4,499	1,387	7.6	110	1,277	2,126	8.7	397	1,729
TIME AND MATERIALS	4,483	5.9	538	3,945	1,323	7.2	97	1,226	1,882	7.7	303	1,579
LABOR HOURS	697	0.9	143	554	54	0.3	13	51	244	1.0	94	150

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 93 - MAR 94		MAR 94 - OCT 93		OCT 93 - MAR 94		MAR 94 - OCT 93		OCT 93 - MAR 94		MAR 94 - OCT 93	
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	1,034,785				564,947				179,113			
INTERAGENCY/FMS	86,802				22,863				5,847			
ACTIONS \$25,000 OR LESS	931,694				532,359				162,415			
ACTIONS OVER \$25,000	16,253	100.0	4,229	12,024	9,311	100.0	3,694	5,617	2,764	100.0	940	1,824
FIXED PRICE TYPE	11,131	68.5	3,475	7,656	9,212	98.9	3,670	5,542	2,624	94.9	894	1,730
FIRM	10,379	63.9	3,278	7,101	8,365	89.8	3,364	5,001	2,607	94.3	893	1,714
REDETERMINABLE	39	0.2	8	31	3	0.1	1	2	7	0.3	0	7
INCENTIVE	471	2.9	103	368	0	0.0	0	0	1	0.3	0	1
ECONOMIC PRICE ADJUSTMENT	242	1.5	86	156	844	9.1	305	539	9	0.3	1	8
COST REIMBURSEMENT TYPE	3,611	22.2	595	3,016	80	0.9	24	56	138	5.0	46	92
NO FEE	636	3.9	69	567	19	0.2	4	15	29	1.0	10	19
FIXED FEE	2,051	12.6	351	1,700	61	0.7	20	41	67	2.4	28	39
INCENTIVE FEE	81	0.5	23	58	0	0.0	0	0	0	0.0	0	0
AWARD FEE	843	5.2	152	691	19	0.2	0	0	42	1.5	8	34
OTHER TYPES	1,511	9.3	159	1,352	19	0.2	0	19	2	0.1	0	2
TIME AND MATERIALS	1,123	6.9	124	999	17	0.2	0	17	2	0.1	0	2
LABOR HOURS	383	2.4	35	348	2	0.0	0	2	2	0.0	0	0

NOTE: Refer to first page of this table for footnotes

**TABLE 16 (concluded)**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component: FY 1993 <sup>A/</sup>**

**NUMBER OF PROCUREMENT ACTIONS**

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 92 - MAR 93				OCT 92 - MAR 93				OCT 92 - MAR 93			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	4,521,887				796,617				911,326			
INTERAGENCY/FMS	293,756				103,015				84,457			
ACTIONS \$25,000 OR LESS	4,096,396				629,436				800,917			
ACTIONS OVER \$25,000	81,925	100.0	24,811	57,114	17,529	100.0	5,900	11,629	25,581	100.0	8,291	17,290
FIXED PRICE TYPE	60,217	73.5	21,627	38,590	12,830	73.2	5,080	7,750	14,928	58.4	6,904	8,024
FIRM	55,467	67.7	20,529	34,938	12,507	71.4	5,034	7,473	14,126	55.2	6,825	7,301
REDETERMINABLE	119	0.1	27	92	25	0.1	5	20	27	0.1	9	18
INCENTIVE	1,308	1.6	168	1,140	36	0.2	6	30	672	2.6	48	624
ECONOMIC PRICE ADJUSTMENT	3,323	4.1	803	2,520	262	1.5	35	227	103	0.4	22	81
COST REIMBURSEMENT TYPE	16,201	19.8	2,469	13,732	3,430	19.6	672	2,758	8,100	31.7	1,008	7,092
NO FEE	1,306	1.6	197	1,109	209	1.2	37	172	176	0.7	47	129
FIXED FEE	11,904	14.5	1,823	10,081	2,093	11.9	439	1,654	6,777	26.5	853	5,924
INCENTIVE FEE	402	0.5	79	323	52	0.3	14	38	56	0.2	9	47
AWARD FEE	2,589	3.2	370	2,219	715	4.1	121	594	1,091	4.3	99	992
OTHER TYPES	5,507	6.7	715	4,792	1,269	7.2	148	1,121	2,553	10.0	379	2,174
TIME AND MATERIALS	4,789	5.8	596	4,193	1,231	7.0	142	1,089	2,206	8.6	300	1,906
LABOR HOURS	718	0.9	119	599	38	0.2	6	32	347	1.4	73	268

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 92 - MAR 93				OCT 92 - MAR 93				OCT 92 - MAR 93			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	1,031,633				552,265				148,725			
INTERAGENCY/FMS	73,596				22,301				6,209			
ACTIONS \$25,000 OR LESS	940,758				519,250				138,117			
ACTIONS OVER \$25,000	17,259	100.0	4,588	12,671	10,288	100.0	4,689	5,599	2,054	100.0	740	1,314
FIXED PRICE TYPE	12,002	69.5	3,882	8,120	10,196	99.1	4,673	5,523	1,927	93.8	682	1,245
FIRM	11,233	65.1	3,693	7,540	9,258	90.0	4,151	5,107	1,916	93.3	680	1,236
REDETERMINABLE	40	0.2	6	34	4	*	3	1	4	0.2	2	2
INCENTIVE	550	3.2	111	439	2	*	2	0	1	*	0	1
ECONOMIC PRICE ADJUSTMENT	179	1.0	72	107	932	9.1	517	415	6	0.3	0	6
COST REIMBURSEMENT TYPE	3,682	21.3	540	3,142	79	0.8	14	65	127	6.2	58	69
NO FEE	665	3.9	83	582	25	0.2	2	23	9	0.4	1	8
FIXED FEE	2,269	13.1	334	1,935	54	0.5	12	42	89	4.3	53	36
INCENTIVE FEE	188	0.5	12	176	0	0.0	0	0	0	0.0	0	0
AWARD FEE	680	3.8	111	569	0	0.0	0	0	29	1.4	4	25
OTHER TYPES	1,575	9.1	166	1,409	13	0.1	2	11	0	0.0	0	0
TIME AND MATERIALS	1,266	7.3	138	1,128	13	0.1	2	11	0	0.0	0	0
LABOR HOURS	309	1.8	28	281	0	0.0	0	0	0	0.0	0	0

NOTE: Refer to first page of this table for footnotes.

Prepared By: Washington Headquarters Services  
Directorate for Information  
Operations and Reports

**TABLE 17**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision**  
**FY 1993 - FY 1984 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	FY 1993		FY 1992		FY 1991		FY 1990		FY 1989	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$112,280,488	100.0	\$113,402,449	100.0	\$126,294,179	100.0	\$122,278,008	100.0	\$120,545,991	100.0
<b>FIXED PRICE TYPE (SUB-TOTAL)</b>	76,516,193	68.1	79,144,866	69.8	96,760,113	76.6	92,925,952	76.0	94,661,675	78.5
Firm	56,281,476	50.1	57,887,749	51.0	71,673,745	56.8	64,468,383	52.7	65,378,228	54.2
Redeterminable	571,191	0.5	393,549	0.3	371,936	0.3	564,031	0.5	751,226	0.6
Incentive	11,341,869	10.1	12,683,020	11.2	13,740,819	10.9	16,736,422	13.7	16,982,333	14.1
Economic Price Adjustment	8,321,658	7.4	8,180,548	7.2	10,973,613	8.7	11,157,116	9.1	11,549,888	9.6
<b>COST REIMBURSEMENT AND OTHER TYPES</b>	35,764,295	31.9	34,257,583	30.2	29,534,066	23.4	29,352,056	24.0	25,884,316	21.5
No Fee	1,857,671	1.7	2,143,109	1.9	1,866,358	1.5	2,314,610	1.9	1,712,073	1.4
Fixed Fee	16,355,611	14.6	15,770,356	12.8	13,442,562	10.6	13,820,490	11.3	12,728,804	10.6
Incentive Fee	8,988,278	8.0	9,418,607	8.3	6,536,030	5.2	5,689,438	4.7	5,452,937	4.5
Award Fee	8,712,771	7.8	8,415,507	7.4	3,183,202	2.5	2,966,403	2.4	2,424,250	2.0
Other B/	3,849,464	3.4	3,412,309	3.0						
<b>TOTAL</b>	\$129,871,904	100.0	\$135,458,767	100.0	\$137,542,840	100.0	\$139,912,096	100.0	\$125,018,710	100.0
<b>FIXED PRICE TYPE (SUB-TOTAL)</b>	102,063,797	78.6	108,133,372	79.8	112,101,580	81.5	115,552,316	82.6	100,916,834	80.7
Firm	71,194,956	54.8	78,674,574	58.1	73,860,472	53.7	74,503,325	53.3	62,835,664	50.3
Redeterminable	74,446	0.1	3,052	0.0	199,018	0.1	297,280	0.2	567,861	0.5
Incentive	21,347,924	16.4	19,025,753	14.0	21,397,310	15.6	24,337,617	17.4	21,840,000	17.5
Economic Price Adjustment	9,446,471	7.3	10,429,993	7.7	16,644,780	12.1	16,414,094	11.7	15,673,309	12.5
<b>COST REIMBURSEMENT AND OTHER TYPES</b>	27,808,107	21.4	27,325,395	20.2	25,441,260	18.5	24,359,780	17.4	24,101,876	19.3
No Fee	2,579,245	2.0	2,779,325	2.1	2,157,867	1.6	2,075,797	1.5	1,880,809	1.5
Fixed Fee	13,586,018	10.8	13,006,905	9.6	11,897,165	8.6	11,400,151	8.1	10,439,885	8.4
Incentive Fee	5,401,468	2.5	5,156,887	3.8	3,330,251	2.2	3,369,419	4.6	6,875,890	5.5
Award Fee	2,411,270	4.2	4,156,368	3.1	1,866,816	2.8	3,239,264	2.9	3,966,301	3.2
Other B/		1.9	2,235,210	1.7	1,790,101	1.3	1,218,699	0.9	1,159,111	0.9

A/ For Definitions and Coverage, See Notes on Coverage.  
B/ Includes Time and Materials and Labor Hours Contracts.  
• Less than 0.05 percent.

## DOD SMALL BUSINESS SUBCONTRACTING PROGRAM

Commitments for DoD small business subcontracting work by 1,863 reporting large contractors totaled \$44,947 million in FY 1993, which was a 5.0 percent decrease from the \$47,318 million reported by 1,742 large contractors in FY 1992.

Small businesses received 37.6 percent of the total committed for subcontracting work during FY 1993, compared with 38.4 percent for FY 1992. Comparative data for FY 1984 through FY 1993 are given below.

(Amounts in Millions)

	1993	1992	1991	1990	1989	1988	1987	1986	1985	1984
1. Number of Large Contractors Reporting	1,863	1,742	1,709	1,664	1,555	1,571	1,469	1,353	1,205	1,208
2. Military Subcontract Commitments	\$44,947	\$47,318	\$57,053	\$54,708	\$56,037	\$58,798	\$53,116	\$52,898	\$54,494	\$47,582
a. Small Businesses	16,879	18,165	19,413	21,499	22,009	22,309	21,559	20,362	20,145	17,957
b. Other Businesses	28,068	29,153	37,640	33,209	34,028	36,489	31,557	32,536	34,349	29,625
3. Percent of Total to Small Business Concerns (Line 2a / Line 2)	37.6	38.4	34.0	39.3	39.3	37.9	40.6	38.5	37.0	37.7

## GLOSSARY OF TERMS

**Businesses.** Businesses are companies, individuals, or partnerships organized for profit, including small businesses as defined below.

**Civil Functions.** Functions primarily associated with the Civil Works program of the Army Corps of Engineers. This program encompasses planning, programming, designing, constructing, and operating Federal Water resource projects for navigation, flood control, hydroelectric power production, water supply, recreation, and related activities. Also included are cemetery work and conservation management.

### **Competed Procurement.**

For solicitations issued prior to the Competition in Contracting Act (CICA):

**Price Competition** - Two or more bids or offers were received under formal advertising or negotiated methods of procurement and award was made to the lowest responsive and responsible bidder or offeror.

**Technical & Design Competition** - Two or more offers were received and award was made to the offeror with the best overall technical and design proposal. Cost is one of the factors in the evaluation. Sources for most major weapon systems resulted from initial competition in the design and development stage.

For solicitations issued subsequent to the Competition in Contracting Act:

Awards where solicitations were issued pursuant to full and open competition procedures or awards where two or more offers were received following solicitation, pursuant to other than full and open competition procedures, and award was made to the lowest responsive and responsive offeror.

**Educational and Nonprofit Institutions.** Any corporation, foundation, trust, or institution operating on a not-for-profit basis. Included are educational and scientific institutions, hospitals of a nonprofit nature, and state, local, and other non-Federal government agencies. If the work of these institutions meets the criteria of the category "Work Outside the United States", it is included in the data for that category.

**Intragovernmental Order.** Orders written by a Military Department or Defense Agency purchasing office requesting that a non-Defense Federal Agency furnish supplies or services from its stocks, in-house manufacturing facilities, or contracts.

**Location of Work.** The place where an item is to be manufactured, assembled, or otherwise supplied by the prime contractor; the place where the service is to be performed; or the site of a construction project.

**Military Functions.** Activities normally associated with the support of the Uniformed Services.

**Net Value.** The net amount of debit and credit procurement actions recorded during the period.

**Other Defense Agencies**

Armed Forces Radio & Television Service  
Advanced Research Projects Agency  
Ballistic Missile Defense Organization  
Commander US Special Operations Command  
Defense Commercial Communications Office  
Defense Commissary Agency  
Defense Evaluation Support Activity  
Defense Information Systems Agency  
Defense Mapping Agency  
Defense Nuclear Agency  
Defense Supply Service - Washington  
Office for the Civilian Health & Medical Program of the Uniformed Services (CHAMPUS)  
On Site Inspection Agency  
Uniformed Services University of Health Sciences  
WHS Contracting Office

**Prime Contract Award.** A legally binding agreement executed by a Department of an Agency of DoD to obtain supplies, services, or construction.

**Procurement Action.** An action involving the obligation or deobligation of funds which officially awards or changes a prime contract. This may include the award of a new prime contract, a debit or credit change to an existing prime contract, or an order written against an indefinite delivery-type contract or basic ordering agreement.

**Small Businesses.** A small business is defined by the Small Business Administration in the Federal Register (Title 13, Chapter 1, Part 121). The definition also appears in the Federal Acquisition Regulation (19.101). Generally, a small business is one that is independently owned and operated; is not dominant in its field of operations; and, with its affiliates, does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000, depending on the type of product called for by the contract). For construction and some service industries, the criterion is a specified annual dollar volume of sales or receipts rather than a number of employees.

**Subcontract Commitment.** A legal agreement between contractors establishing the value of goods and services required to fulfill a contract. The goods or services are provided by one contractor (called the subcontractor) to the contractor with the major or prime contract.

**Subcontract Payment.** A cash payment made by one contractor to another for supplies, services, or construction required by a prime contract.

**United States.** The 50 states, the District of Columbia, and the outlying areas of the United States.

**Work Inside the United States.** An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance inside the United States (see above).

**Work Outside the United States.** An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance outside of the United States (see above).